

How Meat Councils Help Trade Told in this Issue

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No. 12

# NATIONAL PROVISIONER

CHICAGO AND NEW YORK

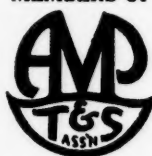
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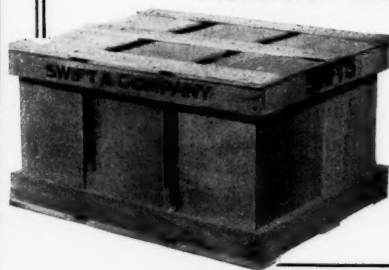
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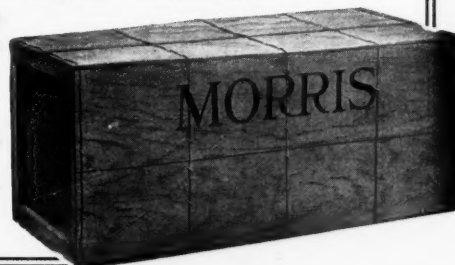
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# THE NATIONAL PROVISIONER

[Trade Mark Registered U. S. Patent Office.]

OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS AND THE AMERICAN MEAT PACKERS' TRADE AND SUPPLY ASSOCIATION  
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Vol. 66.

Chicago and New York, March 25, 1922.

No. 12.

## BOOSTING THE MEAT BUSINESS *Detroit Meat Council Stages Big Dealers' Mass Meeting*

The newly organized Meat Council of Detroit staged a highly-successful mass meeting last week to explain its purpose and plans to the meat dealers of that city. Speakers at this meeting, which was held March 15 in the big auditorium of Elks' Temple, included James Couzens, the multi-millionaire mayor of Detroit; Joseph Seng, president of the United Master Butchers Association of America and of the Meat Council of Milwaukee; and W. W. Woods, secretary of the National Association of Meat Councils.

It was a colorful meeting as well as a highly serious one. Hundreds of retailers were present. The balcony, along the full length of its railing, was adorned with the colored posters issued by the National Association of Meat Councils, and by black and white streamers, colored window strips and other material issued by one of the local meat councils. An excellent quartette sang between addresses.

The dominant notes of the meeting, as voiced by the various speakers, seemed to be:

1. Know what meat is.
2. Sell more of it.
3. Cultivate a demand for the whole carcass.
4. Keep books intelligently.
5. Merchandise meat effectively.
6. Give everybody a square deal at all times in all ways.
7. Make the meat business better understood.

The relation of the meat councils and their work to these aims were explained fully.

### A Mayor's View of Meat.

"As I understand it," Mayor Couzens said, "the trouble is that the consumers often want to eat too much Packard meat when they ought to be eating more Ford meat; that they concentrate their demand too much on the hindquarters and the so-called choice cuts, and fail to utilize as much as they should the forequarters and less expensive cuts.

"We have all heard a good deal about the 'profiteering butcher' and the 'profiteering retailer' in other trade fields. The Meat Council of Detroit should give thought to the public, and shape its plans

primarily in the interest of the public. One of your officials told me before the meeting that a representative of the public would be invited to sit in the Meat Council. I suggest that the public have six representatives in the Council.

"If this Meat Council plan is directed toward better and cheaper service to the public, I am for it; I wish you well in it. It is my hope that your organization will be successful."

### Purposes of Meat Councils.

Subsequent speakers pointed out that one of the primary purposes of the meat councils everywhere is to eliminate wastes, promote better merchandising methods and effect other economies which may be passed on as a saving to the consumer. The councils everywhere, of course, provide for representation of the public, and their plans and purposes are solely of the

kind calculated to render an economic benefit to consumers.

Mayor Couzens was followed by Mr. Woods, who spoke as secretary of the National Association of Meat Councils. He stated that he intended to discuss the work of the meat councils and the relation of this work to the situation in which the meat business, particularly the retail branch of it, finds itself today. Mr. Woods said:

### Stores Increased.

"Meat stores have kept pace with population. Census figures indicate that there is more than one 'butcher shop' to every one thousand inhabitants of the United States. Meanwhile, meat consumption per capita has been declining for two decades. In 1921 it was approximately 25 pounds less per capita than in 1900.

"These ratios—meat stores to population and meat consumption to population—give retailers two alternatives, and of these alternatives perhaps the more acceptable one is to increase meat consumption. Otherwise the amount of business available per store would shrink. Moreover, an increase in meat consumption per capita would be a great thing for the retailer. The decrease in meat consumption per person meant a loss of potential consumption amounting to more than two and one-half billion pounds last year. This meant something to the store of each of you.

"Another factor in the present situation of the meat business is the fact that retailers of meat have been criticized severely. Retail officials tell us that this criticism has been due in part to the following factors: To the censurable acts of the minority; to the fact that the public buys somewhat indiscriminately with regard to market conditions; to the fact that wholesale prices have declined faster than retail expenses; and to poor merchandising, particularly to inadequate cost accounting by many dealers. Consider these factors for a moment.

### Dishonest Dealers Hurt Trade.

"Retail leaders tell us that the meat dealers as a whole are hurt sometimes by the acts of a certain class of dealers, whose numbers are not large, but who have convinced themselves that G-O-A-T spells 'lamb,' and who advertise 'prime fancy native rib roasts' of beef at 10 and 11 cents a pound on the present market.

"Such practices hurt the reputable dealer, who is asking an honest price for good meats, almost as much, so retail officials say, as does the occasional unscrupulous dealer who has convinced himself that 15 ounces make a pound.

"Another factor which has reacted

## Meat Council Plan Wins

The Meat Council idea—cooperation of packers, wholesalers, retailers, salesmen and consumers—is winning wherever it is being tried.

New York set the pace and has a quiet, effective, smooth-running organization, which has "ironed out" the wrinkles and is attending to every-day needs with neatness and dispatch.

Chicago came along and startled the country by a sensational "Eat More Sausage" campaign which was as much of a joy to the consumer as it was to the trade.

Other cities followed, and are following. In this issue THE NATIONAL PROVISIONER gives further illustrations of the success of the Meat Council idea. Facts and details are printed for the benefit of all the trade.

"Go thou and do likewise," Mr. Meat Man, whoever you are and wherever you are!



against the retailer—and this is not an attempt to 'pass the buck' to the consumer—is the tendency of the buying public to permit its purchases to be governed by palate rather than by purse; the tendency to ask for light loins when the markets are full of heavy hogs; to insist on steaks and chops when other cuts of high palatability and nutritive value can be obtained at much lower prices.

"In 1919 it wasn't the woman who paid 23 cents for chuck steak who criticized retail prices of meat; it was the woman who paid 65 or 75 cents for porterhouse. And if the latter could have been persuaded to use more chuck and brisket and rump roast, she would have had a fairer idea of the average level of retail meat prices.

"A third cause of the criticism with which meat dealers have been visited is the fact that wholesale prices have declined faster than retail expenses. It is my personal opinion that the public has not understood as well as it should that such a relationship inevitably means a higher gross margin.

#### Must Improve Store Methods.

"A fourth factor which has led to public abuse of the retailer is, according to what leading retailers tell us, the poor methods of merchandising by a good many dealers. Retail officials say that some butchers keep no books; that many keep no adequate accounts, and that quite a number do not know whether they are making or losing money."

Before attempting to show the helpfulness of the meat councils in the situation just sketched, Mr. Woods defined a meat council as a local organization representing packers, retailers and consumers, "to promote and encourage the adoption of better merchandising methods in the distribution of meat products, with a view to effecting savings that may be passed on to the consumer; to bring about improved relations between packers and retailers; to acquaint the public with the facts about the meat industry; to increase meat consumption."

#### What Meat Councils Do.

Among the committees of a typical local meat council, he explained, are those on merchandising problems, marketing information, trade relations and public relations. The National Association of Meat Councils Mr. Woods defined as an organization of which the local meat councils as units constitute the membership, and which was created to co-ordinate the work of the local councils and to make possible by joint efforts achievements which would be too pretentious for one meat council to undertake alone. He then continued:

"A local meat council can help to increase meat consumption. If every retailer can sell his customers on such a scale, the average inhabitant of this country will eat one-half pound more of meat per week and our annual consumption of meat will be increased by more than two and one-half billion pounds and will be at the rate per capita prevailing in 1900.

"To accomplish this the consumers need to be reassured that meat is a superior food. Their instinctive appetite for meat and its inherent palatability will do the rest. But it is necessary for the retailer of meat to help let his customers know that the product which he is offering for sale has superior food value; that it is an important source of iron protein and phosphorus in the diet; that it is a good food for producing energy and replacing tissue; that the normal every-day citizen can enjoy his thick, savory steaks and delicious grilled chops, or other meats, without fearing that he will impair his

kidneys; that meat prevents some diseases and actually cures certain others.

"All of these facts and many more should be put into the possession of the consuming public. Through co-operation with the Bureau of Public Relations of the Institute of American Meat Packers, and its committee on nutrition, correct information on this subject is obtainable from the National Association of Meat Councils, thus affording to the local council and its committee on public relations an opportunity to do a real service for meat eaters and meat dealers.

#### Special Service for Retailers.

"In the next place, the meat councils, through the work of the National Association and through their own committees on merchandising problems, can promote better merchandising. The secretary of the National Association of Meat Councils will have the assistance of a practical expert on retail merchandising methods, Mr. E. B. Moon. Mr. Moon will help the National Association of Meat Councils to extend a wider service to dealers.

"The average retailer is a busy man; is confined pretty closely to his store. As a consequence, a new method tried and proved successfully by one dealer or in one city may not be available to other dealers or in other cities. As Mr. Moon meets the local meat councils from time to time, he will also be on the lookout for helpful experience. In this sense he will do your traveling for you and will place the experience of a progressive dealer anywhere at the disposal of other dealers everywhere.

"The information on good merchandising which he gathers will be disseminated through the meat councils and through the trade press. Every paper in this field has promised to publish regularly articles of this sort developed by the National Association of Meat Councils.

"But, after all, what I have said does not touch the fundamental problem in merchandising, namely, accounting.

#### Do You Know Your Costs?

"If retail dealers are accurate in their assertion that many dealers do not know what their costs are, or whether they are making or losing money, and that numbers of them keep no books at all, then this situation is hurting you, your business and your standing in the community, even though you are a progressive dealer of another type.

"The dealer who does not know his costs furnishes the most difficult sort of competition to meet, since it is unintelligent

competition. It injures his competitors. It is also uneconomic competition from the view point of the public and injures the consumer. This is true because, if a dealer does not know his costs, sooner or later some item of expense will assume extravagant dimensions, thus driving up the gross margin on which the dealer does business. The increase in the gross margin reduces volume, which, in turn, makes the margin higher than ever relative to sales.

"Such a dealer is soon trying to do business in a vicious circle. He is trying to widen his gross margin fast enough to compensate for his decreasing volume, while at the same time his increasing margin reduces his volume still further. The chances are he also slices his net profit in an effort to meet his mounting overhead, so that both he and his customer are injured.

#### Simple Accounting System.

"Retail officials, therefore, say that the trade badly needs two things: First, the preparation of a model system of simple accounts, its installation and subsequent revision in the light of practical experience. Secondly, the study of merchandising costs based on returns made by users of the model system so that the average costs of doing business in different types of stores may be known item by item. In this way, a progressive dealer who checks his own costs may know whether his expense, or any one item—for example, delivery—is above the average. If it is, he can tackle his delivery problem anew and get his delivery expense into line.

"These two things can be effected by your local council in co-operation with the National Association of Meat Councils. In accordance with a resolution adopted at its organization meeting, the National Association has asked the Bureau of Business Research of Northwestern University, nationally famous for its merchandising studies, to prepare model systems of simple accounts for retail meat dealers; make an extensive merchandising study after the systems are installed; place the results of these studies at the disposal of the meat councils and revise the original systems of accounts in the light of the practical studies.

"Financial arrangements have been made for beginning this work, and Northwestern University has agreed to undertake it. Conferences also have been held with the United States Department of Agriculture, and it has been requested to co-operate with Northwestern University in the matter. The decision of the Secretary of Agriculture is awaited hopefully.

"Meanwhile, the United Master Butchers Association of America, the National Association of Meat Councils and its constituent local councils hold themselves ready to furnish any such active assistance as the two co-operating agencies—Northwestern University and the United States Department of Agriculture—may wish.

#### Help for the Consumer.

"Another constructive function a meat council can serve is through its committee on marketing information and public relations to help the public by wisely showing housewives how much better they will fare if they will adjust their purchases in accordance with market conditions rather than contrary to them. That such advice can be given and used successfully has been demonstrated by the Meat Council of Chicago, both before and during its sausage campaign, which has just closed.

"From its organization, the Meat Council of Chicago has from time to time directed the consuming demand toward those cuts which were most difficult to move and which offered the greatest bargain to the housewife.

"As soon as it was decided by the committee on marketing information which cut should be pushed during a given period, the 1,500 meat dealers, co-operating with the Chicago council, were so advised.

(Continued on page 49.)

## Retailers, Organize!

"The Meat Councils are an achievement, in that they benefit every one—the man who produces the meat, the man who dresses it, the man who sells it, and the woman who buys it. In order for the retailers to cooperate with effectiveness, and in order for them to receive the maximum benefits from such cooperation, they should have a vigorous retail association.

"Honesty, sincerity, uprightness, fairness to everybody, including yourself, elimination of fraudulent advertising, selling meats by the standard of costs and quality—these should be among the aims of every retail meat dealer."—*Joseph F. Seng at the Detroit Retailers' Mass Meeting.*



# Cleveland Starts An "Eat More Meat" Campaign

Inspired by Chicago's successful campaign—shown in the doubled sausage business without reducing demand for other meats, and in reduced cost of meat foods to consumers—the Cleveland (Ohio) Meat Council cleared the decks for action and is now in the midst of a concerted effort to boost sausage. This is being backed by dealer clerks, dealers, wholesale salesmen and wholesalers, and is being rewarded with greatly increased business. After boosting sausage the council is planning other campaigns.

The first two weeks of the campaign, beginning with February 22, were spent on pork sausage.

The next week was to be devoted to liver sausage and head cheese.

The first two weeks after Easter the plan is to feature weiners and bologna.

After that the council is planning to push beef cuts, which are normally draggy during the summer months.

Up to the present, in spite of the fact that the first part of the campaign came the first two weeks in Lent, and the weather was unseasonably warm, there was a material gain in tonnage shown by the manufacturers, and the retailers are convinced that it is well worth while to co-operate in movements of this kind.

For the first two weeks of the campaign the meat council undertook to supply all material used for the retailers free of cost to them. These included window streamers and a large display card playing up the sale of sausage.

It was felt by the council that once the possibilities were demonstrated each dealer would be willing to purchase succeeding display features at actual cost to produce them. The cost would hardly exceed 20 or 30 cents as each part of the campaign began.

## Starts Off with a Punch.

As a sample of the energetic policy of the Cleveland Council the following letter, the first of the campaign, is given here:

IN THE LAST FIVE YEARS MEAT CONSUMPTION IN THE U. S. A. HAS DECREASED 27 LBS. PER CAPITA! WHAT DOES THIS MEAN TO YOU?

February 22, 1922.

Retail Meat Dealer.

Dear Sir:

Preparations are now under way to fire the opening gun for the Cleveland Meat Council.

On account of the high price on hogs and the consequent rise of most of the products and the extremely low price of pork trimmings we have chosen pork sausage to be the first item. This wholesome product makes an extremely cheap and palatable meal. Every butcher should get behind this item and push it for the two weeks of the campaign. Concerted effort on the part of everybody will develop an extra business and help take some of the load of the present high prices off loins and other high price cuts. We believe that if we feature the various kinds of sausages during the remaining winter and spring months, and then turn to the beef cuts, which are apt to drag during the summer, we can accomplish a lot in the way of equalizing the meat trade and stimulating the meat consumption.

The cost of the first two weeks' campaign will be nothing. After that, if you think you derive enough benefit from the campaign, we will ask you to pay the actual cost of printing the window stream-

ers and interior cards which you may use. It will probably run less than 25 cents for each article as it is featured.

There have been a lot of developments in the meat councils of other cities and the benefits derived are many. We will tell you about this later. What we want to do now is to get under way with a hundred per cent co-operation. Will you be with us?

Yours very truly,  
THE CLEVELAND MEAT COUNCIL.

## Pork Sausage Led Off.

The second letter sent out by the council was sent just a few days before the campaign started, and was headed by a striking caption, which served as a fine slogan for the pork sausage week. The letter is as follows:

Pure Pork  
S A U S A G E  
Save—Satisfy—Serve Sausage

February 28, 1922.

Are you all set to get behind the opening campaign on pork sausage commencing next Monday, March 6th? Volume is what you want and volume is what you will get if you co-operate in this plan which we are just launching. It has been proved conclusively in the Chicago sausage campaign that the tremendous increase in sausage business did not correspondingly decrease the trade on other lines.

The streamers and cards which we are going to furnish you will not sell sausage. They will simply aid you. Everyone must use his salesmanship to push this across. Just think what it means. Over 3,000 shops with an average of two salesmen, or 6,000 salesmen talking, pushing, selling pork sausage for two weeks!

Sign the inclosed card and hand it to one of the meat salesmen who calls on you today. Do not sign more than one card.

Yours very truly,  
CLEVELAND MEAT COUNCIL

## Less Shops or More Sales?

"Meat stores have kept pace with population. Census figures indicate that there is more than one 'butcher shop' to every one thousand inhabitants of the United States. Meanwhile, meat consumption per capita has been declining for two decades. In 1921 it was approximately 25 pounds less than in 1900.

"These ratios—meat stores to population and meat consumption to population—give retailers two alternatives, and of these alternatives perhaps the more acceptable one is to increase meat consumption. Otherwise the amount of business available would shrink. Moreover, an increase in meat consumption would be a great thing for the retailer.

"The decrease in meat consumption per person meant a loss of potential consumption amounting to more than two and one half billion pounds last year. This meant something to the store of each of you!"—W. W. Woods at the Detroit Retailers' Mass Meeting.

## Helping to Sell Liver Sausage.

In announcing the liver sausage and head cheese weeks the council outlined the methods suggested and the help that each retailer could expect from the council in this way:

IN THE LAST FIVE YEARS MEAT CONSUMPTION IN THE U. S. A. HAS DECREASED 27 LBS. PER CAPITA! ARE YOU WILLING TO CO-OPERATE TO COMBAT THIS MENACE TO YOUR SALES VOLUME AND PROFITS?

March 21, 1922.

Retail Meat Dealer.  
Dear Sir:

With a view of helping you to increase your sales of bologna products, the council has decided to feature liver sausage and head cheese for two weeks, commencing Monday, March 27.

By Saturday of this week we expect to have in your hands one large cardboard sausage sign to place in the interior of your store and two window streamers—one "Buy Liver Sausage Today" and the other "Buy Head Cheese Today."

We feel that if you will co-operate with us in this second part of our campaign as heartily as you did on pork sausage that much will be accomplished. Despite unseasonably warm weather and the Lenten fast days, all local sausage manufacturers showed an appreciable increase in sales of pork sausage during the two weeks ending last Saturday. This increase must have been reflected in larger consumer purchases through the retail markets.

Liver sausage and head cheese are wholesome, tasty and economical meat products and the season is timely. Your sales co-operation behind the counter will bring an increase in your sales and profits. We are counting on your being lined up with the progressive dealers who are after definite results.

Very truly yours,  
THE CLEVELAND MEAT COUNCIL.

By the methods outlined in these letters the Cleveland Meat Council has made a fine record, and there is every indication that the sausage campaign in Cleveland will wind up with a great deal of credit coming to the leaders in the movement. By pushing hard and specializing on each kind of sausage featured during each period, the council was able, with the co-operation of the retailers, to increase sales of sausage in a very gratifying way, which augurs well for the future plans that the council has in view for other campaigns this summer.

## Aims Stated by Chairman Nash.

The aims of the campaign are stated by Chairman T. H. Nash of the Cleveland Meat Council as follows:

"The object of the campaign is to educate the public to the advantages of the meat products made up largely of what we meat men call trimmings.

"Many people are not aware that the most economical pork meats—and as nutritive as the choicest chops—are in the form of sausage. We aim in this campaign to encourage the buying of pork sausage as the season's big meat bargain.

"If the housewife goes into the market and asks for the best grade of pork sausage she can obtain enough for 30 cents to give a substantial meat portion to six persons."

Officers of the council carrying on the campaign who are representing the packers include H. T. Jones of Morris & Co., F. C. Booth of Swift & Co., and Mr. Nash. Those representing the retailers are A. S. Pickering, M. Hutchinson, W. F. Cobble-dick and Charles Kroh.

## Packers' Traffic Problems

Items under this head cover matters of general and particular interest to the meat and allied industries in connection with traffic and transportation problems, rate hearings and decisions, etc. Further information on these subjects may be obtained upon application to the Institute of American Meat Packers, 22 West Monroe St., Chicago, Ill.

### TRANSIT PRIVILEGES ON PACKING-HOUSE PRODUCTS.

A new arrangement has been published whereby meat may be cured in transit at Evansville, Ind., and the through rate protected upon payment of a transit charge of 2 cents per 100 pounds, subject to a minimum of \$7 per car. The usual forms of records are prescribed, the same as in cases of transit privileges on other commodities.

Traffic men commenting upon the new tariffs which will become effective April 20, 1922, state that this is the first important new privilege conceded to the packing industry within a decade. It is true that recognized or established privileges have been extended to new points, but here is an entirely new arrangement, and one without a precedent in the packing industry.

The Evansville arrangement was published by request of the Evansville Packing Company, and all negotiations were handled for them by E. W. Skipworth, Chicago traffic expert. Mr. Skipworth was long connected with one of the large packing concerns and his intimate knowledge of the traffic game, plus his wide acquaintance with railroad officials, probably accounts for his success in handling this problem.

### STEAMSHIP LINE MAKES LOW RATE.

Packers and provision exporters who have suffered from the high ocean freight rates exacted by the steamship combination known as the North Atlantic Conference will be interested to learn of one steamship line which has made contracts with packers at lower rates. The news is contained in the following bulletin to exporting packers by Vice-President Heinemann of the Institute of American Meat Packers:

To Exporting Packers:

The Reardon Smith S. S. Line, operating fast freight steamers on a fortnightly schedule from New York to London, with Liverpool second port of call, has just closed contract with two of the largest packers for a considerable portion of their shipments to these two ports at 40c per 100 lbs., irrespective of size or style of package.

In view of the low rates to Continental and Scandinavian ports, the "conference lines" are without question holding the rates to the United Kingdom at much too high a level. Undoubtedly the Reardon Smith Line will make similar contracts with other packers, which will give the two-fold opportunity of shipping such of your sales as do not require passenger steamer service at a saving of one-third of the ocean going rate, and at the same time by force of competition cause the "conference lines" to meet the Reardon Smith rate.

This line is also figuring on direct fast freight service from New York to Liverpool; the first sailing will likely be the SS. "Bradavon," April 29th. The boats of this line are 100-A1, with insurance rate

only 10c per \$100 higher than the passenger boats.

We submit this for your consideration in case you would like to get the benefit of the 40c rate.

Yours very truly,  
C. B. HEINEMANN,  
Vice-President.

### SUSPENDS FEED RATE INCREASE.

Secretary of Agriculture Wallace has issued an order suspending a proposed increase of 20 cents a bushel in the price of corn fed to livestock at the Indianapolis stock yards scheduled to go into effect March 20. At the same time a hearing was set for April 17, to be held at the Federal court rooms, Indianapolis, to consider the proposed new rate.

In a telegram to the Belt Railway and Stock Yards Company, operators of the yards, giving notice of the suspension for thirty days pending the hearing, Secretary Wallace declared that his action was taken on the ground that the increased charge appeared to be unreasonable. Although the price of corn has gone up recently, the Secretary did not believe the rise was enough to warrant a 20-cent increase in the charge for feeding it to livestock at the yards. His action was taken under the authority conferred upon him by the Packers and Stock Yards Act. Protests from livestock men affected by the new rate have been received by the department.

In compliance with the Packers and Stock Yards Act, the stock yards company on March 10 gave a 10-day notice that its rate for corn fed to livestock at its yards would be increased from \$1.10 a bushel to \$1.30. When the matter came to the notice of the department, Secretary Wallace gave it consideration, with the result that the suspension was ordered. The reasonableness of the increase will be determined at the hearing in Indianapolis.

### TRADERS ATTACK PACKERS ACT.

A case to test the constitutionality of the Packers and Stockyards Act, 1921, was reached for oral argument in the Supreme Court of the United States this week, when appeal from the U. S. District Court at Chicago in two cases was heard. One was brought by T. B. Stafford, et al., representing the livestock commission men or selling agents, and the other was brought by James E. Burton, et al., representing livestock traders, or buying agents. Attorney E. G. Godman appeared as counsel for Stafford, and attorney Levy Mayer for Burton.

The packer and stockyards act is being attacked by traders and commission men on the ground that livestock reaching the various stockyards of the country has completed every phase of interstate commerce upon delivery to the commission merchants from whom the traders buy and that no act of the commission men or traders is in interstate commerce or so intimately related to it as to give the federal government control over them.

How should a refrigerator car be prepared and chilled before loading beef? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

### INTERSTATE COMMERCE CASES.

Complaints made recently to the Interstate Commerce Commission and decisions rendered by the commission in cases of interest to meat packers are reported as follows.

**Carload Minima on Hogs.**—Representatives of the eastern and western carriers voiced their objections to the proposed reduction of the carload minima on hogs, single deck, at the recent hearing on No. 13230, American Farm Bureau Federation vs. A. G. S. et al., before Examiner Money, in Chicago. Witnesses for the railroads contended that the earnings on hogs, which they said would be still further depleted by reducing the present minima of from 17,000 pounds upwards to from 15,000 pounds upwards during the summer months, as proposed by the bureau, were already less than reasonable. This, they said, was proved by a comparison with the rates on other livestock and by an added comparison of the rates on livestock as a class with all other commodities.

E. L. Kemp, joint agent for all carriers serving the Union Stock Yards, Chicago, said that he did not think the complainants' apprehensions as to the safety of hogs in cars loaded to the minimum in hot weather was well grounded. He said that records in his office showed more animals were killed and injured in underloaded than in overloaded cars. He also said that a considerable proportion of the cars received at the Chicago yards were loaded beyond the minimum, thus, in his opinion, disproving the contentions of witnesses for the complainants that it was impossible to so load them.

A. F. Cleveland, assistant freight traffic manager for the C. & N. W., enumerated some of the special services accorded to hogs which showed in his estimation that that traffic was not bearing its proper share of the cost of transportation. Among these were drenching in transit, loading and unloading at public and railroad stock yards, free transportation of caretakers and extreme light loading as compared to other traffic.

**Orders Modified and Dismissed.**—The Commission has modified its order entered Dec. 30, 1921, in No. 11966, Omaha Packing Co., et al., vs. A. T. & S. F., et al., so as to permit the defendants to establish rates in compliance therewith on not less than five day's notice.

On request of the various complainants the Commission has dismissed the following complaints: 13202, Wilson & Co., Inc., of Oklahoma vs. Director-General; and 12764, The Procter & Gamble Mfg. Co. vs. Director-General.

**Rates on Stock Cattle.**—Assistant Chief Examiner Ulysses Butler, in a report on No. 12315, J. D. Sugg and B. F. Johnson vs. Chicago, Rock Island & Pacific, et al., recommended a holding of unreasonableness and an award of reparation on a carload of stock cattle from San Angelo, Tex., and 85 carloads of stock cattle from Suggs, Tex., to Chickasha, Okla., shipped in October and November, 1917, via the route specified by the consignors on which combinations were applied. Shortly after the shipments moved the Rock Island established rates over the route of movement not higher than via a competing route. It expressed a willingness to refund to the basis of the subsequently established rate, which has been maintained from that time until the present.

### REDUCED RATE DECISION SOON.

After holding extended hearings on the question of possible reductions in freight and passenger rates, the Interstate Commerce Commission will probably announce its decision early in April. This statement was recently made to the interstate commerce committee of the House of Representatives by Commissioner Esch.



## Meat Exports Reflect Wholesale Price Decline

An indication of the tremendous declines which have occurred in wholesale meat prices during the past year is given in export totals for last year. Although exports of meat and meat products during 1921, as compared with 1920, showed an increase of 3 per cent in quantity, the value decreased 36 per cent, according to official figures now available. Exports of all kinds of meat and meat products during 1921 aggregated 1,945,660,210 pounds, worth \$297,155,180, as compared with 1,883,389,053 pounds, worth \$462,500,064, during 1920.

One of the outstanding features of the year's export trade was the great increase in the amount of lard shipped to other countries, says the Institute of American Meat Packers in a review of the situation. During 1921 exports of lard—892,883,645 pounds—were about 270,000,000 pounds or 40 per cent heavier than during 1920, but the value decreased about \$33,000,000, or 22 per cent. A comparison of 1921 and 1913 figures shows that lard exports in 1921 exceeded 1913 shipments by about 317,000,000 pounds.

### MEAT BOARD PLAN ASSURED.

The financing of the work of the National Livestock and Meat Board, whose organization was announced by THE NATIONAL PROVISIONER last week, is now assured by action of the executive committee of the National Live Stock Exchange at Chicago in endorsing in principle the plan proposed by the board.

President Everett C. Brown of the National Live Stock Exchange announced this action, which makes possible the collection by the local exchanges of five cents from the shipper and five cents from the buyer on each car of livestock handled. The exchange was the only factor in the industry that had not previously endorsed the proposed plan.

Everett C. Brown, president of the National Live Stock Exchange, E. W. Houx of the Kansas City Live Stock Exchange, and Will H. Wood of the Omaha Live Stock Exchange were appointed members of a committee to work out a practical method for the collection of the proposed funds. This plan will be submitted to the annual convention of the exchange at Kansas City on May 18, 1922.

### HOUSE VOTES AGRICULTURE FUNDS.

The agricultural appropriation bill covering a total of about \$35,000,000 passed the House of Representatives on March 13. The bill is in substantially the same form as when reported from the Agricultural Sub-Committee. Numerous items were sharply criticized on the floor of the House but about the only change by elimination was the striking out of the single item increasing the salaries of a few of the scientific men in the department. An increase was voted in the bill for European Corn Dorer eradication campaign.

The work of eradication of tuberculosis in cattle herds is provided for in the bill by the appropriation of about \$1,750,000. The bill now goes to the Senate for action. The appropriation for gathering statistics on livestock and crops was increased by \$75,000 in line with the recommendation of the National Agricultural Conference.

Exports of hams and shoulders in 1921, as compared with 1920, increased about 24 per cent, or 47,000,000 pounds in quantity, but decreased more than 6 per cent, or \$3,000,000 in value.

Bacon exports showed decreases both in quantity and value. The quantity exported in 1921 was 415,299,522 pounds, which was

34 per cent, or 221,376,050 pounds less than in 1920, and the value in 1921 was about 56 per cent or \$88,121,905 less than in the preceding year.

Exports of fresh beef during 1921, amounting to 10,412,790 pounds, were the lightest since 1913, when only about 7,000,000 pounds were exported.

Totals, which were first published in The National Provisioner on Jan. 21, 1922, are summarized and compared as follows:

	Quantity		Value	
	1921. Pounds.	1920. Pounds.	1921. Dollars.	1920. Dollars.
Beef, canned .....	6,077,248	24,059,711	\$ 1,276,147	\$ 5,951,629
Beef, fresh .....	10,412,790	89,049,148	1,804,321	17,564,887
Beef, pickled, etc. ....	24,570,582	25,771,176	2,582,416	3,659,815
Oleo oil .....	127,977,713	74,308,344	14,617,971	16,585,200
Bacon .....	415,299,522	636,678,440	68,175,003	156,298,769
Hams and shoulders .....	232,380,427	185,246,755	47,755,461	50,887,588
Lard, including neutral .....	892,883,645	635,488,022	115,969,982	149,177,483
Pork, pickled .....	32,850,107	38,724,241	4,216,135	7,671,169
Lard compounds .....	48,206,583	32,081,458	5,548,931	7,218,845
Oleomargarine .....	3,329,049	16,557,821	672,327	4,567,174
Tallow .....	13,797,928	20,691,038	1,016,753	2,950,675
Pork, canned .....	1,150,082	1,803,066	344,795	752,745
Pork, fresh .....	56,083,263	38,305,278	9,336,527	9,090,492
Mutton, except canned .....	7,513,438	3,575,409	1,254,981	758,526
Sausage, canned .....	2,556,001	7,158,291	874,502	2,344,684
Sausage, all other .....	6,352,131	10,509,090	2,116,242	4,187,574
Sausage casings .....	31,521,187	25,238,187	6,243,992	5,860,935
Stearin from animal fats .....	32,696,424	17,512,978	3,264,280	3,487,578
All other meat products canned .....			5,008,300	6,315,843
All other .....			5,075,914	7,165,444
	1,945,660,210	1,883,389,053	\$297,155,180	\$462,500,064

## U. S. Production and Consumption of Federally Inspected Beef

Ninety-five per cent of the beef produced in the United States is sold fresh. This is because, being highly perishable, it can only be stored from a season of surplus production to one of low production by freezing or curing it, and the people of the United States prefer it fresh and unfrozen. Little frozen beef is exported in normal times because we cannot produce it as cheaply as in South America. The consumption of dried and corned beef is comparatively small in relation to the total beef slaughter.

Fresh beef is consumed at about the same rate that it is produced. In other words, consumption of beef varies with cattle receipts, with the exception that it lags behind receipts by the few days needed to move the beef from the packing plant to retail dealers.

Increased receipts of cattle during one week or month affect cattle prices, because this means that there is a larger supply of perishable beef to be forced into consumption. Light receipts of cattle mean a smaller supply of beef to be marketed. Beef consumption must vary not only with seasonal changes in beef production, but also with changes from week to week.

The chart shows by means of the solid line the production of beef in federally inspected plants in the United States. The dotted line represents the consumption of this beef during the same period.

From the beginning of 1916 into 1919 South American beef was largely cut off from Europe by lack of ships. During the war beef production was in excess of consumption in the United States because so much was sent to Europe to feed the armies and civilian population of the allies. Since the end of 1919 the consumption line has very closely followed the line of production.

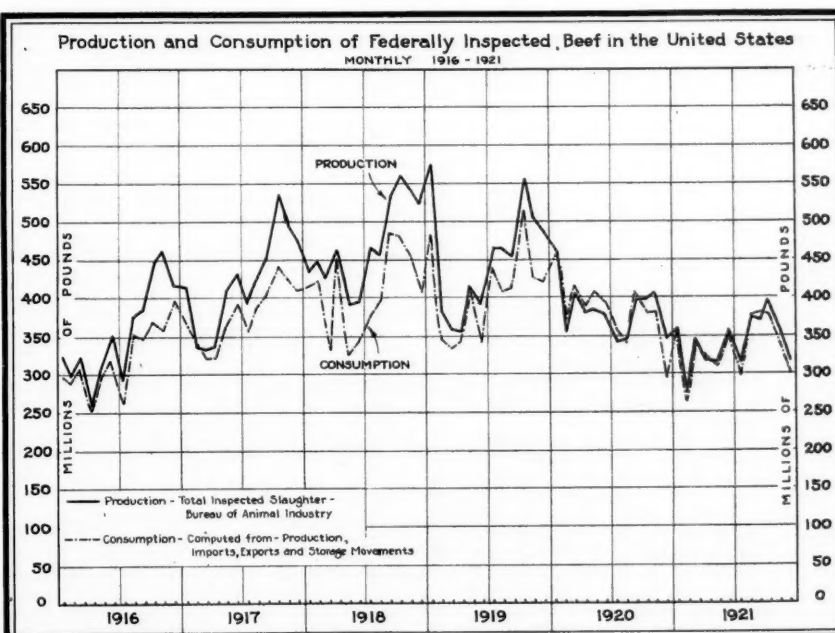


Chart by Swift & Company Commercial Research Department.



## Facts About Meat Values

The Committee on Nutrition of the Institute of American Meat Packers is doing constructive work in investigating the scientific values of meat as food, and in giving these facts to the consuming public through the Institute's Bureau of Public Relations. Meat men should know more about the product they sell. Under this heading from week to week will appear information which the trade can well afford to study and pass along to customers.

### EXPERT CHAMPIONS MEAT AS BEST.

Replying to the diet reformers who have been campaigning for a long time against the eating of meat, Dr. E. B. Forbes, specialist in nutrition of the Institute of American Meat Packers, in a recent address before the Chicago Housewives' League, demonstrated that meat is the best single food. While scientists hold that the best results come from a well-mixed diet, there have been, Dr. Forbes states, new reasons appearing for regarding meat highly.

Meat has the best claim among other foods because of its protein value, because it is the best food for nourishing the blood, because it stimulates the vital processes, helps the development of the teeth and finally cures such diseases as pellagra and anemia and under proper dietary conditions, scurvy and beri beri.

Dr. Forbes said in part:

Why discuss meat in the diet? (1) Since the day of our earliest human ancestors meat has been the main protein component of the human diet, beyond the age of infancy. (2) During recent years there has been a widespread, continuous and persistent propaganda against the eating of meat. (3) Science has valuable new evidence to offer on the subject of nutritive value of meat. (4) The meat-producing industry, farmer and packer together, has just passed through, and is only beginning to emerge from, a period of disastrous losses. (5) Meat production is an essential factor of our basic industry, agriculture, upon which all prosperity depends.

The nutritive superiorities of meat depend on its protein, its iron, and its palatability. Phosphorus from other sources is as valuable as meat phosphorus. Meats make substantial contributions to the vitamins of the diet, but some other foods are richer in these components.

### Why Meat Proteins are Superior.

Meat proteins have a superior nutritive value because they more closely resemble the tissues which are to be nourished than do other proteins, and can be transformed with less loss. Probably on this account Funk, the physiologist, who named the vitamins, found that a diet containing meat requires less vitamins, for perfect nutrition, than any others. McCollum and associates have found that meat protein is superior even to milk protein for making good the deficiencies of the proteins of barley, peas, soy beans, rye, maize, navy beans, wheat, rolled oats and potatoes.

An especially marked superiority of meat as a food is in relation to the nourishment of the blood. Whipple and associates at the University of California Medical College found that beef muscle, heart and liver were much superior to bread and skim milk for restoring the blood to normal in simple anemia. They also found that Bland's pills and other iron-containing drugs were quite without value for purposes of blood-regeneration. Their best results were obtained with heart and liver.

As a matter of practical dietetics, however, no nutritive consideration compares, as a motive for eating meat, with the fact that we like it. Meat contributes more to the palatability of the diet than does any other food, primarily because of its nitrogenous extractives; and this palatability incites the stomach to secrete a gastric juice of higher digestive power than that due to the eating of other foods, as shown by Pawlow, the Russian physiologist.

Meat also has a capacity recognized by all physiologists, to stimulate the vital processes, which contributes a feeling of vigor and physical well-being that makes it virtually an essential in the diet of working men, athletes and soldiers.

### Meat in the Diet.

Meat in the diet also has a value in connection with the development of the teeth. Children reared on soft food which requires little mastication often suffer from lack of development of the jaw bones and their alveolar processes, so that the teeth come through crowded, projecting, or crooked. Spare the meat grinder and save the teeth by teaching the child to use them.

In relation to disease, meat cures pellagra and anemia, and, under appropriate dietary conditions, scurvy and beri beri as well. Phenomenal results were obtained in the Japanese navy in the cure of beri beri by substituting meat for white rice in the ration.

The leading pathologists of the United States agree that meat eaten in moderation, during health, is not known to cause any disease. Stefansson has shown that it is possible to live year in and year out on meat alone, provided it is not so thoroughly cooked as to injure the scurvy-preventing vitamin.

The gist of this whole matter is that we have new reasons for regarding meat highly, and we have no reasons for departing from those habits as to meat eating which our own practical experience has led us to adopt.

### RETAIL PRICE CHANGES.

During the month from Jan. 15, 1922, to Feb. 15, 1922, the prices of certain articles decreased as follows: oleomargarine and strictly fresh eggs, 3 per cent; nut margarine, 2 per cent; round steak, rib roast, chuck roast and storage eggs, 1 per cent. The price of sirloin steak decreased less than five-tenths of 1 per cent.

Sixteen articles increased in price during the month from Jan. 15 to Feb. 15, 1922, as follows: ham, 5 per cent; lamb, 4 per cent; lard, 3 per cent; pork chops, bacon and butter, 1 per cent. The price of crisco increased less than five-tenths of 1 per cent.

Prices remained unchanged for plate beef, hens and cheese.

For the period, Feb. 15, 1921, to Feb. 15, 1922, the percentage decrease in all articles of food combined was 11 per cent. Certain articles decreased in price as follows: Lard, 23 per cent; oleomargarine, 20 per cent; plate beef, 18 per cent; crisco, 16 per cent; bacon and nut margarine, 15 per cent; chuck roast and hens, 14 per cent; round steak and storage eggs, 12 per cent; rib roast and pork chops, 10 per cent; sirloin steak, 8 per cent; ham, 4 per cent. The prices of the other articles increased as follows: Lamb, 4 per cent, and strictly fresh eggs, 1 per cent.

For the 9-year period, Feb. 15, 1913, to Feb. 15, 1922, the increase in all articles of food, combined, was 46 per cent. The articles named showed increases as follows: Lamb, 91 per cent; ham, 83 per cent; hens, 78 per cent; storage eggs, 66 per cent; pork chops and flour, 55 per cent; strictly fresh eggs and bread, 54 per cent; bacon and cheese, 48 per cent; sirloin steak and round steak, 47 per cent; rib roast, 41 per cent; chuck roast, 27 per cent; plate beef, 13 per cent; butter, 11 per cent; lard, 3 per cent.

## Packers' Delivery Problems

Under this heading information will be published from week to week on the subject of local transportation problems of the meat industry; that is, delivery problems, covering both motor and horse-drawn haulage. The Committee on Local Deliveries of the Institute of American Meat Packers is working on these problems constantly, and is ready to answer questions and take up suggestions made by any packer.

### TRUCK TRAILER OPERATION COSTS.

The problem of the cost of operating trailers for automobile trucks is a very important one for the packer today. Readers of THE NATIONAL PROVISIONER, therefore, will be interested in the following inquiry on this subject from a well-known Middle West packer:

We should appreciate receiving any information you may have relative to cost statistics on the operation of trailers for trucks.

In answering the inquiry, Chairman Oscar G. Mayer of the Committee on Local Deliveries, says:

In reply to a request for any information I might have relative to cost statistics on the operation of trailers for automobile trucks, I have made inquiry from several members of my committee and find no real definite data on hand upon the cost of trailer operation. Oscar Mayer & Co. have, however, operated trailers in connection with their Packard trucks for many years, and have found this method of getting extra capacity very economical.

The first question in our mind was, naturally, whether the auto-truck itself would suffer severely from having to pull this extra and perhaps un contemplated load, but after about five years of operation we can state positively that neither our 3½ nor 6½ ton Packards are any the worse for having hauled these trailers around. The tire expense in the trucks themselves may possibly have been a little greater, but inasmuch as we use cushion wheels this tire expense is, at the worst, moderate.

The expense on the trailer proper consists mainly in keeping the wheels lined up and in looking over and repairing the tow-bars when something goes wrong with them. Of course there is the tire expense, but this is not great, because the life of a trailer tire can be figured at about 2½ years if the trailer is not too often overloaded.

All things considered, and based upon our records, I may state that cost of trailer operation should not exceed \$25 to \$30 per month. It is very necessary, however, in my opinion, that trailers be used only back of high-class trucks, because the cheaper makes have not the safety factors in construction to stand up for a length of time under the extra strain.

### REFRIGERATED MEAT DELIVERIES.

The development of meat delivery to the extent of providing refrigeration on delivery trucks, right to the door of the retail customer, is described and illustrated on another page of this issue of THE NATIONAL PROVISIONER.

### DELIVERING BY PARCEL POST.

A meat retailer in Stockton, Cal., is delivering meat to his customers in Berkeley, Cal., by parcel post, according to reports. This method has been adopted because prices are lower in Stockton than in Berkeley. The customers send in their orders by mail and meats sent from Stockton in the morning are delivered in Berkeley in the afternoon.



## *In 1603 -- In Haarlem, Holland*

**A** PROMINENT Dutch architect designed one of the finest buildings in Holland—The House of The Butchers' Guild—known today as one of the finest examples of architecture. It is a monument to the organization spirit of the old country butchers' trade.

**Sausage making** is still one of the major crafts of the Continental butchers—but America has proven that fine, delicious bolognas and other varieties of sausage can be made here also. Many firms in the East, the West, the North and the South have built up very large businesses by producing the finest bolognas and sausages. This is evidence that the art of fine sausage-making has not died. But, unfortunately, it is not practiced enough for the good of the entire industry, or for the good of the meat consumer and his pocketbook.

### **"THE PACKERS' ENCYCLOPEDIA"**

**The Blue Book of the American Meat Packing and Allied Industries**

has devoted one entire chapter to the manufacturing of bologna and sausages. It is full of tested recipes for all kinds of American, German, French, Italian, Polish and other sausages.

It brings before your eyes the practice of some of the most successful manufacturers of today. This chapter deals briefly with all the practical and scientific facts of the craft—selection of meats, curing, spices, moisture absorption—fresh, smoked and summer sausages, and many other facts interesting to the sausage-maker.

This subject has never before been so fully covered. The matter has been carefully prepared and edited by some of the best authorities in the country. Only a limited edition of the Blue Book of the American Meat Packing and Allied Industries will be published. It is suggested that you place your order at once.

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# THE NATIONAL PROVISIONER

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Chicago, Ill.

## TRADE GLEANINGS

George Walters, St. Marys, near Wapakoneta, O., recently sustained the total loss of his slaughter house by fire.

George and Raymond Shonts, Horicon, Wis., are going to build a sausage factory with a capacity of 2,000 pounds a day.

The Brockmann Packing Co., Myrtle Grove, Ala., formally opened their new plant recently and operations have begun.

Fred and Charles Clark, Fredericktown, O., as a result of their success in the manufacture of bologna, are drawing up plans for a new plant.

Voluntary petition in bankruptcy was filed in the U. S. District Court recently by C. B. Wood, manager of a cotton oil mill at Monticello, Ark.

Richard Vollwerth, Franklin street, Hancock, Mich., will shortly erect a new sausage factory and will have it ready for operation in the early summer.

O. F. Troutman, Brannon, Ky., recently sustained the total loss of his slaughter house and pork packing plant which had been built only about three years ago.

Loschke and Zercher is the name of the new sausage firm in Kansas City, Kas., which is erecting a new building and installing coolers, smokehouses, etc. The Cincinnati Butchers Supply Co. is supplying the machinery.

A meeting of stockholders of the Midland Packing Co., at Sioux City, Ia., to have the receivership dissolved, failed to materialize. Receiver McMillan is bringing suits against stockholders to force full payment on stock purchases.

The Arbogast & Bastian plant, Front and Hamilton streets, Allentown, Pa., is having a large addition built which will provide room for the sausage department, greater cold storage capacity, cooperage, machine and carpenter shop, dining room and other facilities for employees. The work is to be completed by July 1.

The Confederated Home Abattoirs Company, Altoona, Pa., has completed the purchase of a new site on the Hollidaysburg branch of the Pennsylvania Railroad near Eldorado, where a new plant will be erected. The plant will have a capacity of 500 hogs, 50 cattle, 50 calves and 50 sheep a day during the summer and twice that in winter.

George E. Briggs has been appointed general manager of Swift and Company's plant at East St. Louis, Ill. Mr. Briggs has been with Swift and Company for 27 years. He went to St. Louis 20 years ago, and has worked in every department of the plant at one time or another. During the

last few years he has had charge of the by-products department.

The Houston Packing Co., Houston, Tex., is completing a new four-story reinforced concrete and brick killing house with 8 beds. The plant will have a capacity of 350 to 400 cattle and 2,400 hogs daily. The company is installing complete new equipment and it is expected that it will be in operation in three or four months. R. E. Paine is president and T. F. Maurin general manager, both of whom are widely known packinghouse executives in the South.

The Confederated Home Abattoirs Corporation, Providence, R. I., has been incorporated with a capital of \$750,000 and will erect a plant in Providence. The officers are: President, Emil Schierholz, general manager of the Narragansett Brewing Company; vice-president and general manager, Louis Berman of the firm of A. Berman & Sons; treasurer, C. I. Bigney, president and treasurer of the C. I. Bigney Construction Company; secretary, George F. McCanna, lawyer.

### MEAT INSPECTION CHANGES.

Recent inspection changes in the federal meat inspection service are reported by the U. S. Bureau of Animal Industry as follows:

Meat Inspection Inaugurated: \*The Jersey Sity Stock Yards Co., foot of Sixth street, Jersey City, N. J.; \*The Jersey City Stock Yards Co., foot of Sixth street, Jersey City, N. J.; The Great Atlantic & Pacific Tea Co., southwest corner Broad and Somerset streets, Philadelphia, Pa.; The Great Atlantic & Pacific Tea Co., 1-24 Fitchburg street, Somerville, Mass.; Shamokin Pure Food Products Co., Inc., 305 East Commerce street; mail, 301 East Commerce street, Shamokin, Pa.; Rutherford Flavorings Co., 1619 East Eighth street, Kansas City, Mo.; \*Newton Packing Co., 1041-1083 Fourteenth street, Detroit, Mich.; \*The Marion Packing Co., West Center street, mail P. O. Box 526, Marion, Ohio; \*Old Dutch Market, Inc., 622-624 Pennsylvania avenue, Washington, D. C.; New Bedford Linguica & Chourico Co., 56 Davis street, New Bedford, Mass.; \*West Plains Serum Co., Springfield Road, West Plains, Mo.

Meat Inspection Withdrawn: \*Charles A. Freund, Rachel and Henshaw streets, Cincinnati, Ohio; \*Hammond Packing Co., Second and Morris streets, Cheyenne, Wyoming.

\*Conducts slaughtering.

## PROPOSALS.

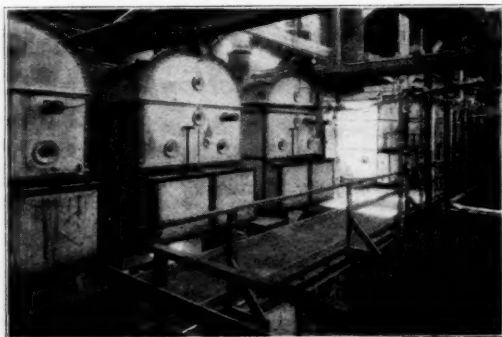
### PROPOSALS FOR INDIAN SUPPLIES:

Department of the Interior, Office of Indian Affairs, Washington, D. C., Mar. 6, 1922. Sealed Proposals, plainly marked on the outside of the sealed envelope: "Proposals for Groceries (or other class of supplies as the case may be) and addressed to the "Commissioner of Indian Affairs, 3940 South Ashland Ave., Chicago, Ill.," will be received until 10 o'clock a. m. on each of the following dates and on the class of supplies specified, and then opened: Clothing and Piece Goods, Apr. 20, 1922; Dry Goods, Apr. 25, 1922; Underwear, Hosiery, Gloves, Suspenders, Hats and Caps, Apr. 22, 1922; Notions, Apr. 24, 1922; Groceries, Apr. 18, 1922; Agricultural Implements, Wagons, etc., Apr. 29, 1922; School Books, etc., Apr. 27, 1922; Chinaware, etc., Apr. 20, 1922; Automobile Supplies, Apr. 29, 1922. Schedules covering all necessary information for bidders will be furnished upon application to the Indian Office, Washington, D. C., or the U. S. Indian Warehouses at Chicago, St. Louis and San Francisco. The Department reserves the right to reject any or all bids or any part of any bid, and to post tentative awards promptly, subject to correction. CHAS. H. BURKE, Commissioner.

HAMS AND SHOULDERS, SMOKED, MARINE CORPS, QUARTERMASTER'S DEPARTMENT, Washington, D. C., 9 March, 1922. SEALED PROPOSALS in duplicate will be received in this office until 11:00 A. M., 27 March, 1922, and then publicly opened for furnishing the Marine Corps 30,000 lbs. Hams, smoked, in half-barrels, and 10,000 lbs. Shoulders, smoked, in half-barrels, for delivery to the Depot of Supplies, Marine Corps, Naval Operating Base, Hampton Roads (Sewall's Point), Va. Proposal blanks and other information may be obtained upon application to this office and the office of the Depot Quartermaster, Marine Corps, Hampton Roads, Va. This office reserves the right to reject any or all bids or parts thereof and to waive informalities therein. Bids from regular dealers only will be considered.

C. L. McCAWLEY,  
Brigadier General.  
The Quartermaster.

Schedule No. 257.



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is at your service**

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## THE NATIONAL PROVISIONER Chicago and New York

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Meat Packers' Trade and  
Supply Association

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cago; H. L. Harris, Pacific Coast Borax Company,  
New York City.

## Hogs, Product and Prices

The Chicago hog market during the past  
week might be taken as a barometer of  
conditions. Several days of moderate runs  
developed no strength in the market. Mar-  
ket experts believe there is hardly any  
doubt that hogs will sell at 9 cents or  
under during the next two or three weeks.

Eastern packers, after consulting their  
killing sheets, have begun to realize that  
they have been paying too much for hogs.  
The product does not pay out. There is  
an actual loss in the killing of hogs at the  
present time of from \$1.00 to \$1.50 a head.

The decrease in exports of lard for the  
past five months as compared to the pre-  
vious corresponding period is nearly 60-  
000,000 pounds. It is obvious that Europe  
is not in any financial condition to indulge  
any too freely in our hog products. With-  
out a normal trade from Europe hogs and  
hog products could sell down 2 or 3 cents  
pound.

It must be remembered that we are deal-  
ing with practically bankrupt nations, and  
while the exporters, no doubt, for the sake  
of our own interests, will extend liberal  
credit to Europe, there is a limit to that  
liberality.

Lard is beginning to become burden-  
some from lack of trade, regardless of the  
fact that stocks are lighter than usual.  
The government gives 70,000,000 pounds  
in the country, as against 125,000,000  
pounds last year. With the exports of  
lard nearly 60,000,000 less during the past  
five months than there were during the  
previous corresponding period there is no  
need of pointing to our lighter stocks as  
a bullish factor in lard.

Demand is what sets the price of every  
commodity. We have no demand at the  
present time for any kind of hog products.  
While that condition exists, the market  
will continue to sag.

## A National Meat Board

The active life of the National Livestock  
and Meat Board, whose birth was reported  
by THE NATIONAL PROVISIONER some  
time ago, has begun under auspices that  
promise well for the future of the board  
itself and for the whole meat industry  
that it has been organized to serve. For  
its first meeting was a more nearly com-  
prehensive gathering of the livestock and  
meat industry than has ever before been  
held. Those present represented every  
group from the producer straight through  
to the retailer.

In the selection of its officials there has  
been the same representative plan. The  
chairman of the board is a representative  
of the largest body of producers, the feel-  
ing being that the chairman should be a

producer. The packing industry is repre-  
sented by President Thomas E. Wilson of  
the Institute of American Meat Packers  
as vice-chairman. The secretary, W. J.  
Carmichael of the National Swine Grow-  
ers' Association, brings to the board a  
representative of one of the great bodies  
of meat producers. Finally, the treasurer,  
Everett C. Brown, in his capacity as presi-  
dent of the National Livestock Exchange,  
lends the co-operation of the important  
livestock commission interests of the  
country.

The constructive character of the board  
is shown in the makeup of the executive  
committee, of which the interests of meat  
retailers are represented by President  
John T. Russell of the National Associa-  
tion of Meat Councils, and those of the  
packers by Vice-president F. Edson White  
of Armour & Company.

But the board is not only constructive in  
its personnel. It has already taken action  
indicating a foresighted policy, in recom-  
mending that a committee urge upon the  
Secretary of Agriculture and others that  
the Department of Agriculture receive and  
use an adequate appropriation for conduct-  
ing research work in animal proteins.  
This was adopted on the suggestion of  
President Wilson that this was the best  
way to establish the scientific facts re-  
garding the proper and important place of  
meat in the diet, and thereby furnish a  
mass of information upon which might be  
based more popular educational material  
looking to greater meat consumption. All  
this is progressive work that could be ac-  
complished only through this co-operative  
effort on the part of all elements in the  
industry.

The plan of organization of this body is  
broad enough to make it useful in lines of  
work other than educational. President  
Wilson has called the need of livestock  
market stabilization "our greatest prob-  
lem." It is a problem which requires the  
most careful and broad-minded treatment,  
and only thorough-going co-operation can  
hope to solve it. Here there are great  
hopes for the usefulness of this National  
Livestock and Meat Board.

## Canadian Meat Trade Grows

The meat industry in Canada showed an  
increase in value of production of \$6,607-  
705 during the year 1920. In 1919 the total  
value was \$233,936,913, while in 1920 it  
had gone up to \$240,544,616, according to a  
recent statement of the Dominion Bureau  
of Statistics. It has dropped since then, of  
course, but Canadian packers are pursuing  
a wise policy in stimulating high-grade  
livestock production to meet the needs of  
British markets and hold that trade.

# PRACTICAL POINTS FOR THE TRADE

## EXPERT ADVICE.

Answers to questions appearing on this page are prepared with the advice and assistance of the Committee on Packinghouse Practice of the Institute of American Meat Packers. This committee comprises F. J. Gardner, chairman, Swift & Company; Myrick D. Harding, Armour & Company; W. B. Farris, Morris & Company; S. C. Frasee, Wilson & Company; John Robertson, Miller & Hart; Arthur Cushman, Allied Packers, Inc., and James E. Gallagher, Guggenheim Bros., all of Chicago; Geo. M. Foster, John Morrell & Co., Sioux Falls, S. D., and J. J. Cuff, Jacob Dold Packing Co., Buffalo, N. Y.

Readers are invited to submit questions concerning any feature of packinghouse practice on which they desire information or assistance. Criticism or suggestions concerning any matter here discussed are also invited, and will be given careful attention.

## PAINTING A SAUSAGE ROOM.

A small slaughterer and sausage maker in the Middle West has made the following inquiry:

Editor, The National Provisioner:

I would like to get advice regarding paint in a sausage room. I have considerable steam in my room, also smoke from my smokehouses. Would be pleased if you could advise me what kind of paint to use. The ceiling of the room is of wood and the walls are brick.

To this question the Committee on Packing House Practice replies as follows:

It is still very much of an open question as to which paint is the best or most suitable to use in rooms in which there is a great deal of steam or moisture. In a place like the sausage manufacturing rooms one naturally prefers a light color, either white or light gray, and we should judge that in that case white zinc would be the most suitable. There is also on the market under the name of Dux Back White a paint which we understand is a mixture of white lead and zinc.

However, before applying the paint it is imperative that the surface be perfectly dry, as no paint of which we know will stick to a wet surface. If a gray color is preferred, a little black could be mixed with the white to give the desired color.

## PREVENTING SOFTENING OF LARD.

An Eastern slaughterer, curer and lard refiner has made inquiry as follows:

Editor, The National Provisioner:

We render our lard in an open kettle and have trouble when it becomes soft and is inclined to run. In some cases oil collects on the top. We usually render our lard about three hours with steam pressure at about 75 lbs. till well done. Then we put it in an agitator till it is cool so that it just flows slowly through the faucet. We would like to know what we can do to avoid the lard getting soft.

The Committee on Packing House Practice replies as follows:

We believe the trouble that is being experienced with his lard is caused by the lard not being chilled rapidly enough, as slow chilling causes the stearine in the lard to separate from the remainder. The more rapid the chilling, the better the lard will stand up.

## GELATINE COVERING FOR BACON.

An eastern inquiry is as follows:

Editor, The National Provisioner:

Some two years ago I was buying bacon of a local retail dealer. This bacon was of high quality and flavor and was covered completely with some coating not thicker than writing paper that protected the bacon perfectly from the attacks of flies or other insects, and I never discovered any mould under this coating. I would be especially glad to know what the coating was composed of, and if the bacon was dipped in the process of application.

To this question The National Provisioner replies as follows:

Apparently the bacon referred to was some that was covered with gelatine. The firms using this have since discontinued this process as they found it to be only moderately successful and there was no particular advantage in it and no great demand. The process merely consisted in having the meat surface reasonably dry and dipping the entire piece in a solution of gelatine of a consistency that would leave a 1/16-inch thickness covering over the surface.

## NEW ZEALAND MEAT EXPORTS.

A total lack of shipments of frozen meat during 1921 was responsible for 95 per cent of the decrease in exports from Wellington, New Zealand, to the United States from \$13,307,846 in 1920 to \$3,903,541 in 1921.

Mr. Packer:

*In marketing your Casings, you need more than just sales representation.*

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Cable address: "ROLESNELY"

## HANDLING HIDES IN THE TROPICS.

An eastern subscriber has asked the following question:

Editor, The National Provisioner:

We would be pleased to learn the temperature in which cattle hides ought to be stored in periods up to a year.

It is contemplated to wash and flesh the hide, to pickle it and store in packs, using about fifty pounds of salt to the hide.

The location of the storage space is in a tropical country where the temperature never goes below 68° and very rarely rises above 102° F. The average temperature is about 80 degrees. The hide cellar is located half under ground and half above ground, the walls, floor and ceiling being of concrete. In the event that the temperature of the hide cellar goes as high as 80 or 90 degrees would this have any damaging effect on the hide, causing it to slip, etc.?

To this inquiry the Committee on Packinghouse Practice replies as follows:

1. If the temperature in the hide cellar could be regulated so it would never exceed 60 or 65 degrees, it would be possible to store the hides for periods up to a year without overhauling.

2. On account of the average high temperature mentioned, we do not believe it would be safe to leave the hides in the pack for a longer period than three months, when they should be repiled and salted.

3. We would also suggest that care be exercised in flattening out the shanks and pates and that these parts be well covered with salt when placed in the pack.

## GREEN AND SWEET PICKLED MEATS.

(Special Letter to The National Provisioner from the Davidson Commission Co.)

Chicago, Mar. 22.—Quotations in green and sweet pickled meats f. o. b. Chicago, loose, are as follows:

Regular Hams—Green, 8-10 lbs. avg., 24c; 10-12 lbs. avg., 22½c; 12-14 lbs. avg., 21c; 14-16 lbs. avg., 20c; 16-18 lbs. avg., 20c; 18-20 lbs. avg., 20c. Sweet pickled, 8-10 lbs. avg., 24½c; 10-12 lbs. avg., 24c; 12-14 lbs. avg., 21½c; 14-16 lbs. avg., 21c; 16-18 lbs. avg., 20½c; 18-20 lbs. avg., 20½c.

Skinny Hams—Green, 14-16 lbs. avg., 23½c; 16-18 lbs. avg., 23½c; 18-20 lbs. avg., 23½c; 20-22 lbs. avg., 22½c; 22-24 lbs. avg., 21½c. Sweet pickled, 14-16 lbs. avg., 24c; 16-18 lbs. avg., 24c; 18-20 lbs. avg., 24c; 20-22 lbs. avg., 23c; 22-24 lbs. avg., 22c.

Picnic Hams—Green, 4-6 lbs. avg., 11½c; 6-8 lbs. avg., 11½c; 8-10 lbs. avg., 10½c; 10-12 lbs. avg., 10½c. Sweet pickled, 4-6 lbs. avg., 11½c; 6-8 lbs. avg., 11½c; 8-10 lbs. avg., 10½c; 10-12 lbs. avg., 10½c.

Clear Bellies—Green, 6-8 lbs. avg., 21c; 8-10 lbs. avg., 18½c; 10-12 lbs. avg., 16c; 12-14 lbs. avg., 14c; 14-16 lbs. avg., 12c. Sweet pickled, 6-8 lbs. avg., 19c; 8-10 lbs. avg., 17½c; 10-12 lbs. avg., 16½c; 12-14 lbs. avg., 14½c; 14-16 lbs. avg., 12½c.

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Ice machines, 10 or 15 tons, complete with motors, condensers, etc., in first class condition. Also complete equipment modern sausage machinery, smoke house, trucks, scales, etc. Write fully with lowest cash price. Address R. E. W., Room 718, Reaper Block, Chicago, Ill.

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Dept. 3, Clark and 17th Streets



## PROVISIONS AND LARD

### WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

**Prices React—Considerable Realizing—  
Hog Movement Fair—Product Stocks  
Moderate—Export Shipments Main-  
tained.**

The developments in the provision and lard market the past week have made for a somewhat lower range of prices, and this decline in the market has brought quite a little liquidation of speculative accounts, and there has evidently been some pressure from disappointed holders. The demand for product has, however, been fairly well maintained, and even at the reaction, there has been a volume of buying which has taken care of considerable product.

The situation has not changed to any great extent, except that the reaction in the market, and the decline in hogs of about 1c a pound from the high levels, brought a less confident feeling into the market. The actual receipts of hogs at the six leading points last week was just about the same as last year, while the decrease in the movement of sheep was equal to about 56,000 and there was a small decrease in the movement of cattle.

#### Hog Products Export Good.

The exports of hog products continued fairly good with a total of lard for the week of 15,394,000 lbs., compared with 16,945,000 lbs. last year, and meats 13,253,000 lbs., against 12,316,000 lbs. a year ago. The fact that the movement for export has continued so large, is the only salvation apparently for the lard market. The domestic consumption of lard the past year was not increased notwithstanding lower prices, so that the conditions would have been rather difficult but for the export movement.

The most important statement of the week was the report on the total amount of product in cold storage in the country which showed an increase over February of only 55,000,000 lbs. while the grand total was 515,000,000 lbs. less than the corresponding time last year.

The present total is about 500,000,000 lbs. less than the average for March 1, and makes a remarkable situation in view of the apparent supply of live stock in the country. The conditions are such that unless there is a marked falling off in the export movement, or a marked decrease in domestic consumption on account of the price movement, the supply will scarcely meet the usual demand.

#### Cold Storage Stocks Small.

The decrease in stocks from the spring maximum to the fall minimum is almost as much as the total supply in the country at present, and unless there is a considerable increase in the movement of live stock from the country, the situation may have a considerable bearing on price fluctuations. The total stocks of products in cold storage as of March 1, compared with last year and last month follow:

	March 1, 1922.	March 1, 1921.	Feb. 1, 1922.
Frozen beef, lbs....	55,725,000	122,402,000	61,522,000
Frozen pork, lbs....	85,136,000	208,880,000	71,722,000
Frozen lamb and mutton, lbs....	4,019,000	59,304,000	3,914,000
Cured beef .....	7,206,000	12,612,000	6,347,000
In process of cure	10,728,000	11,394,000	10,426,000
Dry salt pork, lbs.	61,578,000	138,002,000	54,423,000
In process of cure	77,780,000	113,801,000	74,206,000
Pickled pork, lbs.	97,087,000	148,839,000	88,387,000
In process of cure	223,110,000	227,537,000	196,100,000
Lard, lbs.....	61,238,000	117,690,000	61,202,000
Miscellaneous meats, lbs.....	56,618,000	95,163,000	57,171,000
Totals, lbs.....	740,845,000	1,235,723,000	685,480,000
Frozen poultry, lbs.	88,708,000	79,001,000	103,350,000
Dairy prod., pkgs.	62,617,000	82,593,000	85,882,000

#### Livestock Comparisons.

The survey of the Department of Commerce in its advance sheets, makes the following interesting comparisons of the live stock situation for January and February, 1922. The movement and supply figures are in thousands of units, and prices in cents per pound.

	Jan., '22.	Feb., '22.
CATTLE AND BEEF—		
Receipts, primary markets....	1,628,000	1,416,000
Shipments, primary markets....	672,000	588,000
Shipments, stocker and feeder....	233,000	242,000
Slaughter .....	927,000	822,000
Inspected slaughter production....	381,718,000	.....
Wholesale prices:		
Cattle, corn fed, Chicago....	\$8.150	\$8.638
Beef, fresh, native steers .....	\$15.40	\$14.56
Steer, rounds, No. 2, Chicago....	\$11.80	\$12.80

	Jan., '22.	Feb., '22.
HOGS AND PORK—		
Receipts, primary markets....	4,278,000	3,612,000
Shipments, primary markets....	1,787,000	1,327,000
Shipments, stocker and feeder....	27,000	62,000
Slaughter .....	2,484,000	2,285,000
Inspected slaughter production....	693,020,000	.....
Prices:		
Hogs, heavy, Chicago.....	\$7.765	\$9.900
Pork loins, fresh, Chicago....	\$0.60	\$0.169

	1,835,000	1,309,000
SHEEP AND MUTTON—		
Receipts, primary markets....	1,835,000	1,309,000
Shipments, primary markets....	887,000	656,000
Shipments, stocker and feeder....	183,000	109,000
Slaughter .....	925,000	700,000
Prices:		
Sheep, ewes, Chicago.....	\$5.200	\$6.004
Sheep, lambs, Chicago.....	\$12.170	\$14.175

**PORK**—The market was dull and weaker with the west, with export interest lacking, and domestic cash trade limited. At New York mess was quoted at \$26@26.50, family \$27@29, and short clears \$22.50@26.50. At Chicago shipping trade was slow, with cash pork quoted at \$20.

**LARD**—There has been no improvement in the foreign lard demand, eastern exporters claiming business at a standstill, and cable offers failing to bring back bids. Domestic trade is also reported extremely dull, and while March is usually a poor month, the present month is reported an exceptionally dull one. At New York prime western was quoted at 11.55@11.65, middle western 11.25@11.35, New York City eleven cents nominal, refined to the continent 13.10, South American 13.35 and Brazil kegs 14.35. Compound, carlots New York, was quoted from 13¼@13½. The Russian Relief bought about two million pounds of compound. At Chicago regular lard in round lots was quoted at March price, loose lard .90 under May, and leaf lard 9¼@10c.

**BEEF**—Demand was slow and the market dull and featureless. At New York mess was quoted at \$13@14, packet \$13@15, family \$15@16, and extra India mess \$25@25.

#### SEE PAGE 30 FOR LATER MARKETS.

#### PACKER HOG LOSSES STARTLING.

He Has Suffered at Expense of the Producer and Retailer.

(Special Letter to The National Provisioner by Charles Sincere & Co.)

Chicago, March 22.—The weakness in the hog market, regardless of light receipts, is a reflection of the lack of demand for hog products. The loss of \$1.50 to \$2.50 in the killing of hogs, as shown by killing test sheets for the first half of March, has given the packers thrills that will probably result in at least another \$1 a hundred break in hogs.

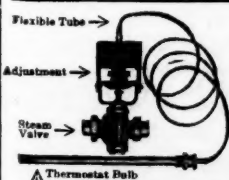
When we first started talking lower

## Exact Temperature Control Essential to Proper Hog Dehairing

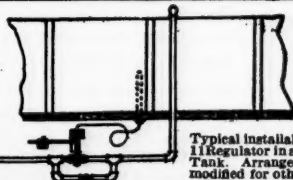
By keeping the temperature in the scalding tank at an unvarying and proper degree you will eliminate mutilation or cutting of the skins. It is an easy matter to allow the water to get too hot by hand regulation.

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hogs nine weeks ago, we based our opinion on the lack of demand. High-priced pork is logical when other meat foods are relatively as high or higher, but demand lags when it gets to a point where pork is out of line with other meat foods.

High-priced pork by the retailer has for the moment killed the business. The retailer bases his price to the consumer on the price of the live hog, rather than what he pays the packer.

The packer has been in the unfortunate position of being between the upper and lower millstone. The farmer has had millions of dollars added to his livestock values recently, and the retail butcher has held up prices to the consumer by pointing to high price of hogs, while the packer from lack of demand for many cuts and lard is losing money on every hog he kills.

The export of lard from the first of last November to March 11 was 244,532,599 pounds, a decrease of over 59,750,000 pounds as compared to the previous corresponding period. We anticipate the decrease to continue for some time. Butter is selling in England for less than a shilling a pound, and will sell cheaper, for the butter season is now on.

There is more lard in the East at the present time than there has been for years. Packers in the East took nearly 50 per cent of the hogs out of Chicago for several weeks; this has created an unusual accumulation of lard in the East. The above conditions explain why our registered stocks of lard are not heavier. There is no doubt more lard in the country as a whole than has been figured on. Lard should sell lower.

There has been a decided change in the attitude of the hog salesmen in the past three days. A week ago nearly every salesman was not only looking for higher hogs, but was advising the country to hold hogs on breaks. They are now selling hogs early in the morning on first bids and advising the country that they are looking for lower prices. This is the kind of music that will bring better receipts, for as soon as the farmer realizes that high-priced hogs are over with he will loosen up.

As to the future provision market in lard and ribs, we anticipate a very indifferent market all summer; lard and ribs will no doubt sell lower. We do not expect to see May, July or September lard sell back to its former high point. Lack of trade will keep May and June down, and without a doubt with a record-breaking winter hog crop in sight, September lard will be handicapped. We would particularly favor the putting out of September lard on advances.

#### NEW YORK LARD EXPORTS.

Exports of lard from New York from March 1 to March 22, 1922, according to unofficial reports, were 34,968,000 lbs., tallow 177,000 lbs., greases 3,019,000 lbs. and stearine 129,000 lbs.

#### FOREIGN EXCHANGE SITUATION.

Editor's Note—This statement is prepared weekly by the Institute of American Meat Packers from information obtained from The Merchants Loan & Trust Company, Chicago, Illinois.

Country, unit.	Monetary	Par value in U. S. money.	Value on March 23.
Austria—Krone	193	203	.000145
Belgium—Franc	193	844	.000145
Czechoslovakia—Krone	193	844	.000145
Denmark—Krone	193	2129	.000145
Finland—Finmark	193	903	.000145
France—Franc	193	903	.000145
Germany—Mark	193	238	.000145
Great Britain—Pound	193	4.39	.000145
Greece—Drachma	193	.0440	.000145
Italy—Lira	193	.0510	.000145
Japan—Yen	193	.498	.000145
Jugo-Slavia—Krone	193	.0081	.000145
Netherlands—Florin	193	.3780	.000145
Norway—Krone	193	.1754	.000145
Poland—Polish Mark	193	.000216	.000145
Roumania—Leu	193	.0075	.000145
Russia—Rouble	193	.515	.000145
Servia—Dinar	193	.0130	.000145
Spain—Peseta	193	.1560	.000145
Sweden—Krona	193	.268	.000145
Switzerland—Franc	193	.1948	.000145
Turkey—Turkish Pound	193	4.40	.000145

\*No par of exchange has been determined upon and will probably not be fixed until after the Allies have decided upon all of the requirements from those countries.

## Packinghouse By-Products Markets

### Blood.

Chicago, March 22, 1922.

The market is steady and sales are reported at \$4.50 on the river. But for the most part prices have been lower.

	Unit ammonia.
Ground	\$4.25@4.35
Crushed and unground	3.90@4.15
Ground concentrated tankage	3.75@4.00
Unground	3.50@3.65

### Digester Hog Tankage Materials.

This is somewhat weaker. Buyers are apparently on a strike, or are not very confident about the near future. Most of them have all they care to handle with the spring starting in and the prospect of early open feeding. Hence the quotations for materials suitable for feed are generally somewhat lower.

	Unit ammonia.
Ground, 11½ to 12% ammonia	\$4.10@4.25
Unground, 10 to 11% ammonia	3.75@4.00
Unground, 7 to 9% ammonia	3.25@3.50

### Fertilizer Tankage Materials.

There is some demand for 7 and 30 tankage at \$3.00 per unit ammonia and 10 cents E. P. L. Chicago.

	Unit ammonia.
High grade, ground, 10-11% ammonia	\$3.25@3.50
Lower grade, unground, 6-9% ammonia	2.90@3.15
High grade, unground	3.00@3.25
Medium grade, unground	2.75@3.00
Low grade and country rend, unground	2.00@2.50
Bone tankage, unground	2.25@2.50
Hoof meal	2.25@2.35
Liquid stick	2.75@3.00
Hair tankage, dry, unground	1.25@1.50
Garbage, tankage, ground	1.00@1.25

### Bone Meals.

Steam bone is rather quiet. However, there is a fair inquiry for raw bone meal.

	Per ton.
Raw bone meal	\$28.00@30.00
Steamed, ground	22.00@24.00
Steamed, unground	14.00@16.00
Grinding hogs, pig toes, waste bones, dry	20.00@22.00

### Cracklings.

The market is easier. Hard pressed beef cracklings have been contracted for

over the summer months at \$65.00 Chicago.

	Per ton.
Pork, according to grease and quality	\$80.00@70.00
Beef, according to grease and quality	50.00@55.00

### Glue and Gelatin Stocks.

The market is rather quiet. Good quality glue bones sold for grinding purposes at \$25 Chicago.

	Per ton.
Calf stock	\$35.00@40.00
Edible pig skin strips	60.00@65.00
Rejected manufacturing bones	30.00@35.00
Horn piths	20.00@25.00
Cattle jaws, skulls and knuckles	24.00@25.00
Junk and hotel kitchen bones	18.00@20.00
Hog, calf and sheep bones	19.00@21.00
Shins, pizels and hide trimmings	20.00@21.50
Sheep trimmings	12.00@14.00

### Hoofs, Horns and Mfg. Bones.

The market is about the same as last week. Manufacturing horns are still at \$235 to \$255 per ton. Hoofs, black, striped and white have declined in each case a few points.

	Per ton.
No. 1 horns	\$235.00@255.00
No. 2 horns	175.00@215.00
No. 3 horns	100.00@150.00
Culls	25.00@30.00
Hoofs, black	25.00@30.00
Hoofs, striped	35.00@40.00
Hoofs, white	45.00@50.00
Round shin bones, unassorted, heavies	60.00@65.00
Round shin bones, unassorted, lights	50.00@55.00
Flat shin bones, unassorted, heavies	55.00@60.00
Flat shin bones, unassorted, lights	45.00@50.00
Thigh bones, unassorted, heavies	60.00@65.00
Thigh bones, unassorted, lights	50.00@55.00

### Hog Hair.

This is quoted at present at 1¼ cents per pound delivered at the buyer's plant, which furnishes the best outlet just now. Packers, however, feel that it does not pay to save hog hair at this figure.

### Pig Skin Strips.

The market is somewhat easier. Prime No. 1 grades are selling at around 5c per pound, basis Chicago freight, and No. 2 and 3 grades, frozen, government inspected edible stock, around 3c.

### PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, March 22, 1922.—Wholesale prices on green and sweet pickled pork cuts in New York City are reported as follows: Pork loins, 25c; green hams, 8-10 lbs., 26c; 10-12 lbs., 25c; 12-14 lbs., 24c; green clear bellies, 8-10 lbs., 18c; 10-12 lbs., 17c; 12-14 lbs., 16c; green rib bellies, 10-12 lbs., 17c; 12-14 lbs., 16c; sweet pickled clear bellies, 6-8 lbs., 16c; 8-10 lbs., 17c; 10-12 lbs., 17c; 12-14 lbs., 15c; sweet pickled rib bellies, 10-12 lbs., 16c; 12-14 lbs., 15c; sweet pickled hams, 8-10 lbs., 26c; 10-12 lbs., 25c; 12-14 lbs., 24½c; dressed hogs, 16½c; city steam lard, 11c; compound, 13½c.

Western prices on green cuts are as follows: Pork loins, 8-10 lbs., 22c; 10-12 lbs., 21c; 12-14 lbs., 20c; 14-16 lbs., 19c; skinned shoulders, 16c; boneless butts, 24c; Boston butts, 18c; lean trimmings, 14c; regular trimmings, 8c; spareribs, 13c; neck ribs, 5c; kidneys, 5c; livers, 3c; pig tongues, 13c; pig tails, 10c.

### CHICAGO PORK QUOTATIONS.

Wholesale prices of cured pork and pork products, per 100 pounds, for the week ending March 10, 1922, with comparisons for the previous week and a year ago, are quoted by the U. S. Bureau of Markets as follows, at Chicago:

	March 10.	March 3.	Feb. 10.
Hams, smoked.	\$28.00-29.50	\$27.00-29.00	\$23.50-25.00
Hams, fancy	32.00-32.50	30.50-32.00	27.00-27.50
Picnics, smoked.	16.50-19.50	17.00-18.50	15.50-17.00
4-8 average	26.00-29.00	25.00-27.00	21.50-22.50
Bacon, breakfast.	34.00-36.00	33.00-35.00	30.50-31.50
6-8 average	15.00-17.00	14.25-16.00	13.25-14.00
Bellies, D. S.	12.50-14.00	11.25-13.00	10.50-11.25
Pure lard, top.	13.50-14.00	12.50-13.50	11.50-12.75
Compound lard.	14.00-14.50	13.50-14.25	11.25-12.50

### EXPORTS OF PROVISIONS.

Exports of provisions from the Atlantic and Gulf ports for the week ending March 18, 1922, with comparisons:

	Week ended Mar. 18, 1922.	Week ended Mar. 19, 1922.	From Nov. 1, 1921, to March 18, 1922.
United Kingdom	474	50	1,829
Continent	308	197	2,906
So. and Cent. Amer.	1,320	1,078	737
West Indies	500	500	2,845
B. N. A. Colonies	70	70	325
Other countries	70	70	235
Total	782	3,224	8,877

### BACON AND HAM, LBS.

	15,736,000	10,517,830	198,996,044
United Kingdom	12,390,000	6,271,500	153,858,900
Continent	3,348,000	2,390,500	38,342,500
S. and Cent. Amer.	195,000	195,000	898,516
West Indies	1,536,959	1,536,959	5,383,018
B. N. A. Colonies	122,900	122,900	29,200
Other countries	122,900	122,900	503,910
Total	15,736,000	10,517,830	198,996,044

### LARD, LBS.

	4,238,100	9,127,380	115,072,162
United Kingdom	4,238,100	9,127,380	115,072,162
Continent	10,073,993	11,737,500	135,855,287
S. and Cent. Amer.	44,751	44,751	898,516
West Indies	286,591	286,591	7,668,393
B. N. A. Colonies	23,316	23,316	91,000
Other countries	23,316	23,316	282,100
Total	14,312,093	21,239,648	259,844,692

### RECAPITULATION OF THE WEEK'S EXPORTS.

	Pork, lb.	Bacon and ham, lb.	Lard, lb.
From—			
New York	782	12,227,000	13,789,093
Portland, Me.	968,000	282,000	100,000
Boston	973,000	21,000	21,000
New Orleans	1,668,000	140,000	140,000
St. John, N. B.	1,668,000	140,000	140,000
Total, week	782	15,736,000	14,312,093
Previous week	480	10,268,000	14,412,507
Two weeks ago	25	12,711,500	21,749,871
Cor. week, 1921	3,224	10,517,830	21,239,648

Comparative summary of aggregate exports, in lbs., from Nov. 1, 1921, to March 18, 1922:

	1921 to 1922.	1920 to 1921.	Decrease.
Pork	1,775,400	5,854,000	4,078,600
Bacon and ham	198,996,044	214,363,894	15,367,850
Lard	259,844,692	325,606,368	65,761,674

If you are looking for a good position watch for opportunities on the "Wanted" page of The National Provisioner.

# TALLOW, STEARINE, GREASE AND SOAP

## WEEKLY REVIEW

**TALLOW**—The market for tallow has been dull and easier the past week with consumers holding off, owing to the easier tone in oils, and with some disposition on the part of holders to liquidate before the approach of warmer weather. A small lot of outside tallow, equal to special loose was reported to have sold at 6¼c, while at New York prime city was quoted at 5½c nominal, special loose at 6½c asked, extra at 7c nominal and edible 8½c nominal. At Chicago packers' No. 1 was quoted at 6@6¼c, packers' prime at 7@7¼c, and edible 8@8¼c, with trade moderate and prices steady. The foreign markets were quite active, but unchanged in prices compared with a year ago. At the London tallow auction on March 22, 938 casks were offered and 597 casks sold at unchanged prices. At Liverpool Australian choice tallow was 39s. 6d., and Australian good mixed at 39s.

**OLEO STEARINE**—The market was dull and easier, with less demand in evidence and prices off ¼c per lb. on small sales, some oleo changing hands at New York at 10c. The market was heavy and quiet at 10c asked at New York, with the weaker tallow and cotton oil markets having some influence. At Chicago trade was quiet and oleo quoted at 10@10¼c.

**OLEO OIL**—The market was a dull and nominal affair with extra at New York quoted at 11½c, and extra at Chicago 10¼@10½c.

SEE PAGE 39 FOR LATER MARKETS.

**LARD OIL**—With demand limited, the undertone was not as strong as recently, the weakness in pure lard having the effect of curtailing the demand. At New York edible was quoted at \$1.17 per gallon, extra winter 92c, extra No. 1 at 77c, No. 1 at 72c, and No. 2 at 70c.

**NEATSFOOT OIL**—The feature of the market is the apparent scarcity of high grade oil, which is maintaining a firm undertone, in face of limited demand. At New York pure was quoted at \$1.32 per gallon, No. 1 at 77c, No. 2 at 72c, and cold-pressed \$1.45@1.50.

**GREASES**—While some export interest continued in evidence, the demand for greases as a whole has been quieter, and the edge is off the recent prevailing levels. However, offerings are not being pressed for sale, and no material price changes have been made. At New York yellow and choice house were quoted at 5¼@5½c nominal, brown at 5@5½c, and white at 7¼@8¼c. At Chicago trade has been fairly good with the market about steady, with brown at 4¼@5¼c, house at 5@5¼c, yellow 5½@5¾c, and choice white 7½@7¾c.

### MEAT EXPORTS BY COUNTRIES.

Export of meats and meat products from the port of New York for the month of January, 1922, according to countries of destination, were as follows:

**FRESH BEEF**—Azores, 1,026 lbs.; Belgium, 3,076 lbs.; Norway, 35,000 lbs.; England, 126,208 lbs.; Scotland, 2,971 lbs.; Panama, 200 lbs.; Mexico, 10,220 lbs.; Newfoundland, 62,000 lbs.; Bermuda, 117,335 lbs.; Jamaica, 1,455 lbs.; Trinidad, 10,200 lbs.; other British West Indies, 8,313 lbs.; Cuba, 5,082 lbs.; Dominican Re-

public, 2,400 lbs.; Dutch West Indies, 2,500 lbs.; French West Indies, 2,000 lbs.; Haiti, 1,000 lbs.; British Guiana, 3,400 lbs.; French Guiana, 4,250 lbs.; British West Africa, 1,000 lbs.; total, 399,636 lbs.

**FRESH VEAL**—England, 8,105 lbs.; Panama, 15,993 lbs.; Mexico, 5,163 lbs.; Bermuda, 953 lbs.; Jamaica, 59 lbs.; other British West Indies, 532 lbs.; total, 30,805 lbs.

**PICKLED BEEF AND VEAL**—Belgium, 102,183 lbs.; Denmark, 56,325 lbs.; France, 38,000 lbs.; Germany, 63,788 lbs.; Norway, 94,695 lbs.; Sweden, 17,000 lbs.; England, 125,816 lbs.; Scotland, 71,218 lbs.; British Columbia, 500 lbs.; British Honduras, 2,700 lbs.; Costa Rica, 3,500 lbs.; Panama, 9,700 lbs.; Newfoundland, 107,200 lbs.; Bermuda, 40,783 lbs.; Barbados, 39,900 lbs.; Jamaica, 55,659 lbs.; Trinidad, 143,500 lbs.; other British West Indies, 29,396 lbs.; Cuba, 14,201 lbs.; Dominican Republic, 600 lbs.; Dutch West Indies, 29,662 lbs.; French West Indies, 25,700 lbs.; Haiti, 35,400 lbs.; Virgin Islands, 6,550 lbs.; Colombia, 800 lbs.; British Guiana, 161,500 lbs.; Dutch Guiana, 90,500 lbs.; French Guiana, 58,750 lbs.; Venezuela, 200 lbs.; Ceylon, 400 lbs.; British West Africa, 14,680 lbs.; Liberia, 1,300 lbs.; total, 1,452,106 lbs.

**PORK LOINS**—Panama, 24,037 lbs.; Mexico, 3,129 lbs.; Bermuda, 2,969 lbs.; Jamaica, 533 lbs.; other British West Indies, 204 lbs.; Cuba, 1,648 lbs.; Dominican Republic, 104 lbs.; total, 32,624 lbs.

**CURED HAMS AND SHOULDERS**—Azores, 501 lbs.; Belgium, 468,763 lbs.; Denmark, 21 lbs.; France, 17,921 lbs.; Germany, 3,131 lbs.; Italy, 87 lbs.; Norway, 157,897 lbs.; Sweden, 104 lbs.; England, 10,852,144 lbs.; Scotland, 2,389,608 lbs.; Ireland, 55,847 lbs.; Costa Rica, 1,537 lbs.; Panama, 29,665 lbs.; Mexico, 15,352 lbs.; Newfoundland, 18,359 lbs.; Bermuda, 26,149 lbs.; Barbados, 200 lbs.; Jamaica, 16,567 lbs.; Trinidad, 5,045 lbs.; other British West Indies, 2,228 lbs.; Cuba, 368,091 lbs.; Dominican Republic, 21,940 lbs.; Dutch West Indies, 1,448 lbs.; French West Indies, 3,676 lbs.; Haiti, 3,189 lbs.; Virgin Islands, 2,376 lbs.; Colombia, 6,531 lbs.; Ecuador, 195 lbs.; British Guiana, 21,467 lbs.; Dutch Guiana, 10,071 lbs.; French Guiana, 2,227 lbs.; Venezuela, 20,097 lbs.; British Indies, 888 lbs.; Japan, 160 lbs.; Palestine, 110 lbs.; British West Africa, 4,435 lbs.; British South Africa, 447 lbs.; Algeria, 55 lbs.; other French Africa, 300 lbs.; Liberia, 452 lbs.; other Portuguese Africa, 1,044 lbs.; total, 14,530,255 lbs.

**BACON**—Azores, 202 lbs.; Belgium, 1,160,796 lbs.; Denmark, 105,640 lbs.; Finland, 242,779 lbs.; France, 325,866 lbs.; Germany, 2,654,992 lbs.; Gibraltar, 53,864 lbs.; Italy, 152,676 lbs.; Malta, 4,700 lbs.; Netherlands, 636,168 lbs.; Norway, 309,192 lbs.; Poland, 51,437 lbs.; Sweden, 109,214 lbs.; England, 13,043,504 lbs.; Scotland, 326,066 lbs.; Ireland, 553,888 lbs.; Costa Rica, 300 lbs.; Panama, 4,929 lbs.; Mexico, 659 lbs.; Newfoundland, 7,920 lbs.; Bermuda, 12,560 lbs.; Barbados, 857 lbs.; Jamaica, 2,712 lbs.; other British West Indies, 3,031 lbs.; Cuba, 743,173 lbs.; Dominican Republic, 1,117 lbs.; Dutch West Indies, 583 lbs.; Haiti, 5,025 lbs.; Virgin Islands, 824 lbs.; Colombia, 1,797 lbs.; British Guiana, 524 lbs.; Venezuela, 858 lbs.; British Indies, 300 lbs.; Japan, 320 lbs.; British West Africa, 1,078 lbs.; Canary Islands, 12,172 lbs.; Algeria, 6,582 lbs.; Morocco, 27,516 lbs.; other Portuguese Africa, 517 lbs.; total, 20,560,339 lbs.

**PICKLED PORK**—Azores, 100 lbs.; Belgium, 40,178 lbs.; Denmark, 9,200 lbs.; France, 106,500 lbs.; Germany, 30,300 lbs.; Netherlands, 7,500 lbs.; Norway, 109,490 lbs.; Sweden, 8,060 lbs.; England, 358,342 lbs.; Scotland, 131,204 lbs.; Ireland, 15,044 lbs.; Costa Rica, 1,000 lbs.; Panama, 8,400 lbs.; Newfoundland, 82,648 lbs.; Bermuda,

6,889 lbs.; Barbados, 4,000 lbs.; Jamaica, 18,600 lbs.; Trinidad, 226,250 lbs.; other British West Indies, 56,200 lbs.; Cuba, 101,534 lbs.; Dominican Republic, 21,210 lbs.; Dutch West Indies, 36,300 lbs.; French West Indies, 6,500 lbs.; Haiti, 58,950 lbs.; Virgin Islands, 8,675 lbs.; British Guiana, 137,000 lbs.; Dutch Guiana, 33,000 lbs.; French Guiana, 11,550 lbs.; British West Africa, 200 lbs.; Liberia, 1,900 lbs.; total, 1,646,664 lbs.

**MUTTON AND LAMB**—Panama, 19,337 lbs.; Mexico, 6,900 lbs.; Bermuda, 27,469 lbs.; Jamaica, 414 lbs.; other British West Indies, 1,648 lbs.; Cuba, 8,285 lbs.; total, 64,061 lbs.

**SAUSAGE**—Belgium, 36,218 lbs.; France, 232,775 lbs.; Gibraltar, 9,830 lbs.; Italy, 100 lbs.; Spain, 2,500 lbs.; England, 2,586 lbs.; Scotland, 840 lbs.; Costa Rica, 150 lbs.; Panama, 8,600 lbs.; Mexico, 1,300 lbs.; Newfoundland, 981 lbs.; Bermuda, 6,360 lbs.; other British West Indies, 784 lbs.; Cuba, 12,630 lbs.; Dominican Republic, 8,462 lbs.; Dutch West Indies, 1,600 lbs.; French West Indies, 850 lbs.; Haiti, 2,027 lbs.; Virgin Islands, 605 lbs.; Colombia, 150 lbs.; Venezuela, 1,498 lbs.; Palestine, 800 lbs.; Philippine Islands, 1,110 lbs.; Australia, 1,400 lbs.; British South Africa, 392 lbs.; Canary Islands, 2,385 lbs.; Algeria, 1,430 lbs.; Morocco, 4,400 lbs.; Portuguese East Africa, 275 lbs.; total, 343,038 lbs.

**CANNED BEEF**—Azores, 144 lbs.; France, 27 lbs.; Greece, 1,571 lbs.; Malta, 18 lbs.; England, 58,427 lbs.; Costa Rica, 300 lbs.; Guatemala, 138 lbs.; Honduras, 1,080 lbs.; Mexico, 1,951 lbs.; Newfoundland, 72 lbs.; Bermuda, 14,509 lbs.; Jamaica, 1,368 lbs.; Trinidad, 648 lbs.; other British West Indies, 6,397 lbs.; Cuba, 1,723 lbs.; Dominican Republic, 1,594 lbs.; Dutch West Indies, 2,636 lbs.; French West Indies, 180 lbs.; Haiti, 527 lbs.; Virgin Islands, 1,426 lbs.; Colombia, 1,835 lbs.; British Guiana, 734 lbs.; Dutch Guiana, 435 lbs.; French Guiana, 378 lbs.; Peru, 576 lbs.; Venezuela, 3,473 lbs.; Java, 5,940 lbs.; other Dutch East Indies, 10,620 lbs.; Hong Kong, 108 lbs.; Japan, 2,056 lbs.; Philippine Islands, 1,275 lbs.; British West Africa, 216 lbs.; British South Africa, 140 lbs.; Canary Islands, 108 lbs.; Liberia, 72 lbs.; Morocco, 5,600 lbs.; total, 128,802 lbs.

(Continued on page 44.)

### 1921 OLEOMARGARINE INGREDIENTS.

A total of 341,955,688 lbs. of various materials entered into the manufacture of 281,081,514 lbs. of oleomargarine during the fiscal year ending June 30, 1921, according to the report of the Commissioner of Internal Revenue.

The difference of 60,874,174 lbs. between the amount of oleomargarine manufactured and the amount of materials used is chiefly accounted for by the expulsion from the finished oleomargarine of the moisture content of the milk consumed.

The kinds and amounts of the various materials used during the fiscal year are given in the tabulation below:

Kind of material.	Amount, lbs.
Cocoanut oil	103,111,916
Milk	79,715,584
Oleo oil	49,675,749
Neutral oil	29,267,060
Salt	25,365,499
Cottonseed oil	18,532,860
Peanut oil	16,332,498
Vegetable oil	6,559,034
Oleo stearine	4,857,972
Oleo stock	2,065,231
Butter	1,498,625
Corn oil	925,999
Soy bean oil	461,129
Edible tallow	233,227
Mustard seed oil	109,748
Coloring	25,815
Miscellaneous	3,216,742
Total	341,955,688



## Statistics of Cottonseed and Products

The U. S. Census reports cottonseed received, crushed and on hand, and cottonseed products manufactured, shipped out, on hand, and exported covering the seven-months' period ending Feb. 28, 1921, and 1922:

State.	Received at mills*		Crushed		On hand	
	Aug. 1 to Feb. 28, 1922.	1921.	Aug. 1 to Feb. 28, 1922.	1921.	at mills Feb. 28, 1922.	1921.
United States .....	2,785,151	3,450,905	2,625,520	3,063,649	256,872	424,557
Alabama .....	154,048	61,038	148,292	78,640	9,731	12,717
Arkansas .....	222,008	295,416	207,237	290,029	16,994	36,137
Georgia .....	285,583	362,722	262,834	329,262	36,060	38,961
Louisiana .....	96,017	112,828	92,629	107,697	3,119	7,028
Mississippi .....	314,692	291,800	297,601	270,302	19,383	23,344
North Carolina .....	269,408	248,789	248,017	221,949	22,254	26,052
Oklahoma .....	152,318	319,335	142,615	270,083	13,195	50,432
South Carolina .....	229,908	270,895	220,899	248,188	19,516	29,725
Tennessee .....	257,546	269,829	214,515	190,534	24,127	21,470
Texas .....	723,052	1,129,621	689,063	986,138	72,208	150,384
All other .....	99,971	127,722	101,758	100,827	20,246	28,287

\*Includes seed destroyed at mills but not 99,821 tons and 30,084 tons on hand Aug. 1, nor 95,227 tons and 43,084 tons reshipped for 1922 and 1921, respectively.

### Cottonseed products manufactured, shipped out, and on hand:

Item.	Year.	On hand Aug. 1.		Produced Aug. 1.		Shipped out		On hand	
		Aug. 1 to Feb. 28, 1922.	1921.	Aug. 1 to Feb. 28, 1922.	1921.	Aug. 1 to Feb. 28, 1922.	1921.	Aug. 1 to Feb. 28, 1922.	1921.
Crude oil, pounds.....	1922	*18,762,794	803,439,496	763,292,570	*69,952,001				
	1921	22,620,357	976,758,372	851,936,042	169,156,143				
Refined oil, pounds.....	1922	†228,263,633	†652,526,302		†289,123,439				
	1921	297,741,580	727,760,819		534,321,018				
Cake and meal, tons.....	1922	36,303	1,180,408	998,234	218,477				
	1921	133,475	1,347,013	1,298,146	2,2342				
Hulls, tons .....	1922	73,280	705,065	728,482	139,893				
	1921	18,394	936,421	895,731	88,994				
Linters, 500-lb. bales.....	1922	124,377	347,425	317,427	154,375				
	1921	176,316	345,080	255,585	266,411				
Hull fiber, 500-lb. bales.....	1922	20,676	13,291	4,004	29,783				
	1921	150,659	63,569	74,924	139,304				
Grabbots, notes, etc., 500-lb. bales.....	1922	6,620	7,351	7,600	6,371				
	1921	10,348	6,488	5,824	11,012				

\*Includes 4,346,848 and 8,996,529 pounds held by refining and manufacturing establishments and 5,507,880 and 12,230,480 pounds in transit to refiners and consumers Aug. 1 and Feb. 28, respectively.

†Includes 5,884,495 and 8,374,770 pounds held by refiners, brokers, agents, and warehousemen at places other than refineries and manufacturing establishments and 7,969,713 and 7,435,237 pounds in transit to manufacturers of lard substitute, oleomargarine, soap, etc., Aug. 1 and Feb. 28, respectively.

‡Produced from 707,131,141 pounds crude oil.

Exports of cottonseed products for seven months ending Feb. 28, with comparisons:

Item.	1922.	1921.
Oil, pounds .....	Not available	189,090,628
Cake and meal, tons.....	Not available	141,929
Linters, running bales.....	77,749	25,502

### TEXAS MILLS WATCH ANALYSES. Laboratories Are Great Aid to Oil Tests.

(Special Report to The National Provisioner from the Fort Worth Laboratories.)

Fort Worth, Tex., March 21, 1922.

The average best and worst figures reported each month by the chemist are a great help to the oil mills in judging their work. Having these figures available enables them to know at once when their analyses reports show their products out of line, and to attempt to correct them.

There is an additional service that the efficient laboratory renders to its customers. Suppose a customer's oil samples come in showing fluorescence, which indicates contamination with lubricating

grease or oil. The watchful, efficient laboratory reports this to the customer, and it has been our experience that it is often necessary to call the oil mill manager's attention to the losses he is sustaining in a very forceful way, perhaps several times, to get sufficient attention on the mills' part to find and stop the trouble.

We have known mills to run for months with high oil in their cake, or high oil in their hulls, without giving the matter sufficient attention to stop the trouble. A careful, diplomatic following up of this situation by the laboratory will sometimes get sufficient attention from the manager and superintendent of the mill to find and

remedy the cause of the financial loss which is going on.

Some mills operate so efficiently that this service is seldom needed. We have known mills in the past that were so inefficient in their construction and operation that it was not possible to get results along these lines. In a considerable number of cases, however, this service has resulted in the saving of thousands of dollars to the mills. The insurance against fire requires an annual premium. The commercial laboratory receives from the oil mills payment for the samples analyzed. The efficient laboratory furnishes this service which stops trouble and saves money, without any charge to the customer, when a trip to the mill is not required in working out the problem.

### CAKE AND MEAL ANALYSIS FOR THE MONTH.

	Moist.	Am.	Pro-	Oil.	Stand-
	monia.	tein.	tein.	ard.	ard.
Avg. all mills.....	7.74	8.43	43.32	6.75	.79
Best average.....	9.48	8.17	42.00	5.49	.67
Worst average.....	7.91	8.54	43.90	7.80	.91
Avg. this month last	8.07	8.52	43.81	6.88	.81
Annual average last	8.30	8.46	43.50	6.89	.81

### HULLS.

	Whole	Oil in	Total	Loss	Stand-
	and	meats.	oil.	per	ard.
	hulls.	hulls.	ton.	ton.	ard.
Avg. all mills.....	1.41	1.49	.10	3.97	
Best average.....	.58	.61	.02	1.63	
Worst average.....	2.85	2.94	.48	7.84	
Avg. this month last	.04	1.15	.15	1.24	
Annual average last	.05	.90	.06	2.56	

### SEEDS.

	Moist.	Seed.	Ammonia in %	Oil.	Wgt.	8% am-
			oil.	lb.	monia.	
Avg. all mills.....	7.34	4.05	18.55	39.4	994	
Best average.....	8.11	3.99	18.82	40.1	947	
Worst average.....	6.58	4.13	18.28	38.7	980	
Avg. this month last	8.82	4.01	20.28	43.3	951	
Annual average last	10.33	4.01	19.37	41.5	951	

### CRUDE OIL.

	Refining loss.	Color.	Acid free.
Avg. all mills.....	7.5	5.0	1.5
Best average.....	5.9	4.4	1.5
Worst average.....	13.0	9.3	4.0
Avg. this mo. last year.	8.8	6.7	1.8
Annual avg. last year.	9.5	7.6	1.9

### OLEO AND DAIRY EXPORTS.

Exports of dairy products, oleomargarine and eggs from the United States for the month of January, 1922, by countries of destination, are reported by the U. S. Bureau of Markets and Crop Estimates as follows:

	Oleomar-		Cheese.		Eggs.	
	Butter,	garine,	pounds.	dozens.	pounds.	dozens.
Europe:						
Greece .....			8,811			
Spain .....			1,540			
Sweden .....			10,030			
United Kingdom.....			8,400		1,359	
Miscellaneous .....	668		573		900	
North America:						
Bermuda .....	5,178	5,270	700		8,130	
Canada .....	7,504	118,990	44,017		1,162,566	
Costa Rica .....	2,776	500	2,564			
Central America:						
Br. Honduras.....	5,756	4,450	6,201		210	
Guatemala .....	2,494		1,468			
Honduras .....	13,886		7,470		10,740	
Nicaragua .....	3,395		1,873			
Panama .....	62,498	20,550	26,069		32,500	
Mexico .....	72,313	1,390	125,596		149,021	
West Indies:						
Barbados .....	14,900	8,000	85,940		801,560	
Cuba .....	63,306	750	7,139			
Dom. Republic.....	9,388	1,760	84			
D. W. Indies.....	1,500	200				
Fr. West Indies.....	15,340		1,240		30	
Haiti .....	40,756	500	4,441			
Jamaica .....	11,770	7,580	34,081		720	
Other Br. W. Inds.....	18,582	16,401	6,471		5,155	
Trin. and Tobago.....	58,128		1,533			
Virgin Is. of U. S.....	14,133	1,150	7,593			
Miscellaneous .....	344		250			
South America:						
Bolivia .....	420					
Br. Guiana.....	8,620					
Colombia .....	5,447					
D. Guiana .....			165			
Fr. Guiana .....	2,000		449			
Peru .....	16,166					
Venezuela .....	100		1,261			
Asia:						
Br. India .....			5,390			
China .....	1,850		11,395			
Hongkong .....			11,987			
Japan .....	798		3,402			
Miscellaneous .....	2,065	60	2,355			
Oceania:						
Philippine Islands.....	13,916		4,700			
Miscellaneous .....			205		30	
Africa:						
Br. W. Africa.....	1,640		526			
Miscellaneous .....	870		379			
Total, Jan., 1922.....	538,967	195,921	490,576		2,061,862	
Total, Jan., 1921.....	575,598	676,460	1,219,667		970,006	



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WILMINGTON, DELAWARE



## VEGETABLE OILS

### WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

**Market Reacts—Undertone Irregular—Statistical Position Strong—Technical Position was Weak—Liquidation and Hedging Soya Bean Purchases Reported—Lard Heavy—Crude Oil Nominal.**

The cottonseed oil futures market on the New York Produce Exchange was quite active and presented many cross-currents the past week, and although the list was sold quite heavily at times, with liquidation by speculative holders in evidence, and considerable selling of the distant months by longs in the nearby positions, there was persistent support through influential sources, and the market was not as weak as one might expect.

The continued weakness in lard naturally counted against the market, while at the same time a good deal of the selling of August was reported to have been by a refining interest in the way of hedging purchases of soya bean oil. Reports that cotton oil consigned to Europe was being shipped back to the United States were effective for a time, but the bearish features were offset somewhat by the continuous support in the May position, and the relative strength of that delivery.

The Government Report, issued at the close of last week, showing a disappearance of refined oil of about 210,000 bbls., and a disappearance of crude oil of around 30,000 bbls., making the month's consumption 240,000, materially strengthened the already strong statistical position, but the Report had apparently been discounted, and was quickly forgotten. There is no one in the trade who believes that cotton oil supplies for the remainder of the season are burdensome, but a great many were working against the market on the theory that the market was overbought, and was technically weak. An important analysis of the Government Report is shown at the end of this article.

#### Some Think Market Overbought.

For a time the market was flooded with reports that the Russian Relief Committee was in the market for pure lard, owing to its relative cheapness compared with compound, but later developments proved that these advices were unfounded, as the Committee was credited with having bought around 2,000,000 pounds of compound. Aside from this, however, domestic cash trade for both oil and compound was spasmodic and generally small, while export business appeared to be out of the question.

A confident feeling, however, prevails that the March consumption of oil will be large, as cash trade the latter part of February and early this month was on a good scale, and current estimates are that the March disappearance will be between 200,000 and 240,000 bbls. In conservative quarters it is felt that the outside estimate is too large, as that figure is approximately the February disappearance, and most cash interests state that March deliveries will not be as heavy as those of February.

The compound makers held prices at  $13\frac{1}{2}$  @  $13\frac{3}{4}$ ¢, whereas New York City lard was available at around 11¢. Crude oil was extremely quiet, and mostly nominal, although some small lots came out in the Southeast at 10 cents, while in the valley and Texas there was little trade, and the market was called 10 cents nominal.

#### Soya-Bean Attracts Attention.

Soya-bean oil again appeared to be attracting more attention. It was difficult for many to understand the action of a leading refiner who was credited with selling oil futures against soya-bean oil purchases, but in some quarters it was felt that this interest was anticipating a lower tariff on soya-bean, and had begun buying in the Orient, putting out hedges in the local market against the oil.

The present soya-bean import duty is

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The Gulf & Valley Cotton Oil Co., Ltd., New Orleans, La.  
The International Vegetable Oil Co., Savannah, Ga.

2.66c per pound, whereas it is said that the permanent tariff bill which some leading oil factors believe will go through within a month calls for a duty of two cents a pound on soya-bean oil, and there are vague intimations that the duty may prove to be even less than the latter figure. With soya-bean oil 6½c for shipment from the Orient, and the import duty lowered to two cents a pound or less, it is apparent that soya-bean could be laid down at New York for around 9c, duty paid, which would compare with crude cotton oil at the present time at 10c, and prospects for higher crude cotton oil prices when the soya-bean oil would arrive, owing to its apparent scarcity, even at the present time. There is nothing definite regarding the soya-bean oil business, but at the same time the situation bears very close watching.

The report that oil consigned to Europe is being shipped back was not a serious factor, as the amount consigned abroad is believed to be extremely small, and therefore only limited amounts could possibly come back.

#### Cotton Seed Census Report.

COTTONSEED—	1921-22.	1920-21.
Stock Aug. 1, lbs.	99,000	30,000
Received at mills, 7 months.	2,785,000	3,460,000
Crushed, same time.	2,626,000	3,064,000
On hand, Feb. 28.	257,000	425,000

CRUDE OIL—	1921-22.	1920-21.
Stock Aug. 1, lbs.	18,763,000	22,620,000
Produced, 7 months.	803,439,000	976,358,000
Shipped out, same time.	763,292,000	851,936,000
On hand, Feb. 28.	69,452,000	169,156,000

REFINED OIL—	1921-22.	1920-21.
Stock Aug. 1, lbs.	228,264,000	297,742,000
Produced, 7 months.	652,526,000	727,760,000
Stock, Feb. 28.	239,123,000	334,321,000

#### Cottonseed Oil Consumption.

Cottonseed oil consumption for domestic account and for export are now available as the export figures are issued. The comparisons follow:

	1921-22.	1920.
Stocks of refined oil, Aug. 1, lbs.	228,264,000	297,742,000
Production, 7 months.	652,526,000	727,760,000
Total supply.	880,790,000	1,025,502,000
Exports, 7 months.	95,540,000	189,001,000
Stocks Feb. 28.	239,123,000	334,321,000
Total exports and stocks.	334,623,000	523,322,000
Balance domestic consumption, 7 months.	526,227,000	502,060,000
February domestic, equal bbls.	188,000	147,000
Domestic consumption, 7 mos.	1,315,000	1,235,000
Exports, Feb., bbls.	23,000	99,000
Exports 7 months, bbls.	164,000	477,000
Consumption, domestic and export, 7 months.	1,480,000	1,678,000

The domestic consumption for February was 41,000 bbls. more than last year for the month, and the total consumption for the seven months for domestic account has increased 60,000 bbls. over last year.

Owing to the decrease in the exports, the total disappearance of oil has been 198,000 bbls. less than last year for the season.

The average distribution of cottonseed oil for domestic and export for the seven months has been 211,000 bbls. a month.

At this rate, for the rest of the season to August 1st, 5 months, the total disappearance would be 1,055,000 bbls.

The visible supply of oil on hand now is figured as equal to 1,057,000 bbls. to 1,071,000 bbls., while the amount of seed yet to be received is estimated at approximately 150,000 bbls. equivalent making at a maximum about 1,221,000 bbls. As no new oil is available really, until very nearly October 1st, the supply of oil on hand must last about seven months.

#### Vegetable Oils Statistics.

The U. S. Department of Commerce gives most interesting comparative data of production and distribution of oils and fats.

Total Crude	Vegetable:	Production.	Consumption.	Stocks.
1919 quar. avg.	578,700,000	635,800,000	506,500,000	
1921 quar. avg.	504,300,000	504,000,000	332,000,000	
Last quar., 1921.	710,400,000	612,500,000	363,300,000	

Total Refined Vegetable:	1919 quar. avg.	1921 quar. avg.	Last quar., 1921.
	466,800,000	357,400,000	283,600,000
	354,800,000	283,700,000	293,700,000
	1,214,480,000	233,100,000	308,200,000

Total Animal Fats:	1919 quar. avg.	1921 quar. avg.	Last quar., 1921.
	367,500,000	144,300,000	138,000,000
	373,300,000	154,000,000	226,700,000
	1,214,480,000	153,400,000	167,500,000

Total Greases:	1919 quar. avg.	1921 quar. avg.	Last quar., 1921.
	60,600,000	51,600,000	67,300,000
	85,500,000	45,100,000	95,400,000
	1,214,480,000	54,600,000	81,700,000

The total production of all vegetable oils refined amounted to 1,378,299,000 lbs. in 1920 and in 1921, 1,419,041,000 lbs. Consumption in 1920 1,054,449,000 lbs. and in 1921—1,134,917,000 lbs.

The total production of animal fats for 1920 was 1,642,700,000 lbs. against 1,893,400,000 lbs. in 1921 and the consumption in 1920 597,100,000 lbs. and 1921 616,067,000 lbs.

The consumption of refined vegetable oils in 1921 was almost double the consumption of animal fats.

#### COTTONSEED OIL.—Market transactions:

Thursday, March 16, 1922.

	Sales.	High.	Low.	Bid.	Asked.
		Range		Closing	
Spot	.....			1150 a	.....
March	.....			1150 a	1175
April	100	1175	1175	1170 a	1175
May	5000	1185	1161	1175 a	1177
June	200	1177	1177	1176 a	1178
July	7900	1186	1167	1178 a	1179
Aug.	200	1186	1186	1182 a	1187
Sept.	1900	1194	1178	1190 a	1191
Oct.	1600	1151	1145	1149 a	1150
Total sales,	18,300			Prime Crude, S. E.	
1000 bid.					

Friday, March 17, 1922.

	Sales.	High.	Low.	Bid.	Asked.
		Range		Closing	
Spot	.....			1180 a	1201
March	.....			1180 a	1195
April	.....			1180 a	1195
May	4000	1191	1180	1190 a	1193
June	.....			1190 a	1193
July	12700	1192	1183	1190 a	1191
Aug.	2900	1200	1190	1194 a	1195
Sept.	2800	1201	1193	1195 a	1201
Oct.	1000	1162	1159	1159 a	1160
Total sales,	24,200			Prime Crude, S. E.	
1025 nominal.					

Saturday, March 18, 1922.

	Sales.	High.	Low.	Bid.	Asked.
		Range		Closing	
Spot	.....			1180 a	.....
March	100	1198	1198	1180 a	1190
April	100	1180	1180	1175 a	1185
May	500	1195	1185	1182 a	1183
June	.....			1180 a	1184
July	2100	1191	1179	1179 a	1181
Aug.	2800	1195	1166	1178 a	1180
Sept.	500	1200	1195	1180 a	1190
Oct.	.....			1140 a	1150
Total sales,	6,100			Prime Crude, S. E.	
1025 nominal.					

Monday, March 20, 1922.

	Sales.	High.	Low.	Bid.	Asked.
		Range		Closing	
Spot	.....			1155 a	1190
March	100	1165	1165	1165 a	1175
April	.....			1160 a	1170
May	1200	1175	1165	1165 a	1170
June	.....			1160 a	1162
July	6800	1180	1159	1160 a	1163
Aug.	700	1183	1172	1163 a	1170
Sept.	700	1180	1175	1163 a	1170
Oct.	100	1130	1130	1127 a	1133

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Total sales, 10,800 Prime Crude, S. E. 1000 bid.

**Tuesday, March 21, 1922.**

	Sales.	High.	Low.	Bid.	Asked.
		(Range)		(Closing)	
Spot					a
March	100	1160	1160	1150	a
April				1145	a
May	3100	1160	1147	1147	a
June	100	1156	1156	1140	a
July	9800	1160	1139	1139	a
Aug.	1600	1155	1142	1142	a
Sept.	2300	1148	1130	1130	a
Oct.	1600	1120	1070	1079	a

Total sales, 18,700 Prime Crude, S. E. 1000 sales.

**Wednesday, March 22, 1922.**

	Sales.	High.	Low.	Bid.	Asked.
		(Range)		(Closing)	
Spot					a
March				1140	a
April	400	1137	1135	1140	a
May	3500	1148	1132	1148	a
June				1140	a
July	13300	1140	1126	1140	a
Aug.	3800	1145	1129	1140	a
Sept.	3800	1139	1125	1132	a
Oct.	1800	1175	1065	1072	a

Total sales, 31,800 Prime Crude, S. E. 1000 sales.

**Thursday, March 23, 1922.**

Closed 3@7c net lower. Sales, 18,700 bbls. Prime crude, 10.00c, nominal; prime summer yellow spot, nominal; May, 11.49c; July, 11.35c; September, 11.27c; all bid.

SEE PAGE 39 FOR LATER MARKETS.

**COCOANUT OIL.**—Operations in cocoanut oils have not been large, and while prompt oil from the coast was easier, with some sales recorded at 7½c sellers' tanks, future shipments were in demand at times, and very steady. The setback in cotton oil has checked bullish sentiment somewhat in cocoanut oil, notwithstanding a rather general belief that cocoanut oil, comparatively, is too low. The lack of any important consuming demand is a leading feature. At New York Ceylon in barrels was quoted at 9@9¼c, tanks coast 7½c, Cochin barrels New York 9½@10¼c, tanks 9c, edible barrels New York 11½@11¾c.

**SOYA BEAN OIL.**—Reports were current that a prominent cotton oil refiner was

buying soya bean oil for shipment, and hedging it in the New York cotton oil futures market. While the reports lacked definite confirmation, they appeared to be the leading feature in this particular market. It was felt that the oil was being bought on the belief that the present duty of 2.66c per lb. would be brought down in the permanent tariff bill to 2c, or possibly lower. The quantity of soya-bean available in this country is insignificant, and as a result the market is nominal. April-May shipment oil from the Orient is quoted at 6½@6¾c, c. i. f. the coast, while March-April shipment from the Orient is offered at 9¼c, sellers' tanks, duty paid, f. o. b. the coast. At New York crude in barrels was quoted at 11c, blown at 11¼c, deodorized at 12½@12¾c, and Pacific coast tanks 9¼@9½c.

**PEANUT OIL.**—Domestic oil was firmly held by the south, owing to the continued strength and small supplies of crude cotton oil, and while a fair trade has been passing, no large business was disclosed. Oriental oil is practically unavailable, and unquoted. Crude peanut oil at New York in barrels is quoted at 11¼c, refined 13@13¼c, tanks f. o. b. mills 10@10¼c.

**CORN OIL.**—Trade in both crude and refined oil was only fair, but offerings were light and the undertone was firm. At New York crude in barrels was 11¼@11½c, refined barrels 12½@13c, cases \$1.18, per gallon, and crude, tanks Chicago, ten cents.

**PALM OIL.**—The market was dull with the stronger exchange rates the chief feature. Lagos spot N. Y. 8c, shipment 7½@8c, Niger 6@6¼c.

**PALM KERNEL OIL.**—The market here was dull and steady, and the foreign markets were also steady. Imported at New York was quoted at 8¼c.

**COTTONSEED OIL.**—Demand spotted. Prime summer Yellow New York 12@12¼c, southeast crude 10c sales, valley and Texas 10c nominal; bleachable tanks mills 11½c.

### COTTONSEED OIL EXPORTS.

Cottonseed oil exports from New York from March 1 to March 22, 1922, according to unofficial reports were 3,305 barrels.

### SOUTHERN MARKETS. NEW ORLEANS.

(Special Wire to The National Provisioner.)  
New Orleans, La., March 23, 1922.—Crude cottonseed oil steady at 10 cents bid, 10½ cents asked. Stocks are light. Refined oil is dull. Meal: 7 percent, \$42; 8 per cent, \$45. Loose hulls, \$10.25; sacked, \$12.25.

### MEMPHIS.

(Special Wire to The National Provisioner.)  
Memphis, Tenn., March 23, 1922.—Crude cottonseed oil market is nominal, very small stocks left. Hellers at 10c with no buyers on this basis. Meal is in a strong position with few sales. Forty-three per cent at \$50.00 for April; loose hulls are scarce at \$10.00@10.50. Practically all mills in this territory are closed for the season.

### CHEMICALS AND SOAP SUPPLIES.

(Special Letter to The National Provisioner.)  
New York, March 21, 1922. Latest quotations on chemicals and soapmakers' supplies are as follows:

Seventy-four to 76% caustic soda, 3½@4c lb.; 60% caustic soda, 3½@3¾c lb.; 98% powdered caustic soda, 4½@4¾c lb.; 48% carbonate of soda, 2½c lb.; 58% carbonate of soda, 2@2½c lb.; talc, 1½@2c lb.

Clarified palm oil, in casks, 2,000 lbs., 8½@8¾c lb.; commercial yellow olive oil, \$1.15@1.20 gal.; olive oil foots, 9c lb.; Cochin cocoanut oil, 10½@10¾c lb.; Ceylon cocoanut oil, 9½@10c lb.

Prime summer yellow cottonseed oil, 12¼@13c lb.; soya bean oil, 11½@12c lb.; corn oil, nominal, 11½@12c lb.; peanut oil in bbls., New York, deodorized, 12¼@12½c lb.; peanut oil, crude, tanks, f. o. b. mills, 10½@10¾c lb.

Prime city tallow (special), 6½c lb.; dynamite glycerine, nominal, 13½@14c lb.; saponified glycerine, nominal, 9½@10c lb.; crude soap glycerine, nominal, 8½@9c lb.; chemically pure glycerine, nominal, 15½@16c lb.; prime packers' grease, nominal, 5¼@5½c lb.

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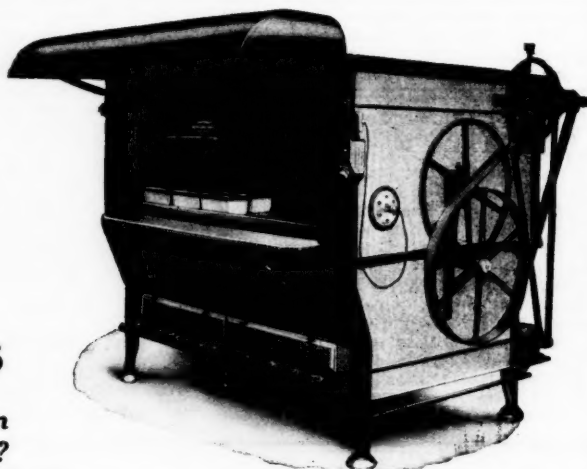
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# THE WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSINGS.

### Provisions.

Hog products were dull and heavy late in the week due to persistent liquidation by selling packers, with bearish sentiments expressed by trade leaders keeping it barely steady. There was high market weakness in grains, but it was mostly influenced by poor cash trade.

### Cottonseed Oil.

Cottonseed oil was very quiet late in the week and lower with other markets, but the undertone was firm with persistent support from strong interests. Crude was dull and featureless. Cash trade was quiet with sentiment mixed and the market in a waiting position.

Quotations on cottonseed oil at Friday noon were: March, \$11.35@11.80; May, \$11.50@11.57; July, \$11.78@11.79; September, \$11.90@11.91; October, \$11.49@11.50.

### Tallow.

Special loose, nominal 6½c.

### Oleo Stearine.

Sales, 10c; extra oleo oil, 11½c.

## FRIDAY'S GENERAL MARKETS.

New York, Mar. 24, 1922.—Spot lard at New York, prime western, \$11.40@11.50; Middle West, \$11.10@11.20; city steam, \$10.75; refined continent, \$12.75; South American, \$13; Brazil, kegs, \$14; compound, \$13.50.

### Marseilles Oil.

Marseilles, Mar. 24, 1922.—Copra fabrique—fr.; copra edible,—fr.; peanut fabrique,—fr.; peanut edible,—fr.

### Liverpool Provisions Markets.

Liverpool, Mar. 24, 1922.—(By Cable.)—Quotations today: Shoulders, square, 88s; shoulders picnic, 68s; hams, long cut, 125s; hams, American cut, 124s; bacon, Cumberland cut, 98s; bacon, short backs, 82s; bacon, Wiltshire, 98s; bellies, clear, 82s; Australian tallow, 39@39s 6d; spot lard, 64s.

### Hull Oil Markets.

Hull, England, Mar. 17, 1922.—(By Cable.)—Refined cottonseed oil, 44s; crude, 38s 6d.

## ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to Mar. 24, 1922, show exports from that country were as follows: To England, 117,569 quarters; to the Continent, 1,644; to other ports, none. Exports for the previous week were as follows: To England, 87,579 quarters; to the Continent, 12,336; to other ports, none.

## COPRA AND COCOANUT OIL IMPORTS.

Imports of copra and cocoanut oil into the United States by countries during January, 1922, are reported as follows by the U. S. Department of Commerce:

### COCOANUT MEAT, BROKEN, OR COPRA.

Countries.	Not shredded, desiccated or prepared.		Shredded, desiccated or prepared.	
	Pounds.	Tons.	Pounds.	Tons.
Germany	13,000	16,250		
England				
Quebec and Ontario in Canada	2,050	3,250		
Can.-Br. Columbia and Yukon				
Jamaica	6,102			
French Guinea	896,000	3,819,350		
Ceylon	396			
Java and Madura	36,328			
Australia	2,912,000			
British Oceania	1,387,472			
French Oceania	985,456			
Philippine Islands	25,131,728			
Other Oceania	2,024,727			
Total	33,381,803	3,852,186		

Cocoanut oil, French Oceania, 50,348 gal.; peanut oil, France, 14,595 gal.; Netherlands, 258 gal.; Hong Kong, 13,575 gal.

## CANADIAN MUTTON MARKETS.

Sales of sheep and lambs at chief Canadian centers, with top prices for good lambs, compared to a week ago and year ago, are reported by the Markets Intelligence Division of the Dominion Department of Agriculture for the week ending March 16, 1922, as follows:

City.	Sales—		Top price good lambs	
	Week ending week, ending Mar. 16, 1921.	Week ending Mar. 9, 1921.	Week ending week, ending Mar. 16, 1921.	Week ending Mar. 9, 1921.
Toronto (U. S. Y.)	405	1,002	447	\$14.00 \$14.50 \$14.50
Montreal (Pt. St. Cha.)	72	92	73	11.00 12.50 11.00
Montreal (E. End)	94	82	124	11.00 12.50 11.00
Winnipeg	380	282	386	10.75 12.50 10.75
Calgary	1,136	425	1,578	11.50 11.00 10.00
Edmonton	43	102	60	10.00 10.50 9.00
Prince Albert				
Moose Jaw				

## PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, March 18, 1922, are reported to The National Provisioner as follows:

CHICAGO.			
	Cattle.	Hogs.	Sheep.
Armour & Co.	5,643	12,500	14,885
Swift & Co.	7,174	16,100	16,700
Morris & Co.	6,207	12,500	7,841
Wilson & Co.	4,215	11,600	9,238
Anglo-Amer. Prov. Co.	296	7,100	
G. H. Hammond Co.	2,935	8,200	
Libby, McNeill & Libby	793		
Brennan Packing Co.	6,500 hogs; Miller & Hart.		
5,300 hogs; Independent Packing Co., 6,500 hogs; Boyd, Lunham & Co., 5,500 hogs; Western Packing & Provision Co., 13,700 hogs; Roberts & Onke, 6,000 hogs; others, 15,100 hogs.			

KANSAS CITY.			
	Cattle.	Hogs.	Sheep.
Armour & Co.	3,065	7,803	5,797
Cudahy Packing Co.	2,779	5,515	4,371
Powder Packing Co.	408		
Morris & Co.	3,771	5,879	2,683
Swift & Co.	3,160	5,065	3,347
Wilson & Co.	3,689	6,299	3,586
Local butchers	645	849	161

OMAHA.			
	Cattle.	Hogs.	Sheep.
Morris & Co.	3,625	4,046	3,206
Swift & Co.	4,103	6,295	6,564
Cudahy Packing Co.	4,983	8,034	8,385
Armour & Co.	3,845	3,886	7,300
Swartz & Co.	4,003		
J. W. Murphy	5,853		
Others	4,742	7,067	
Dold Packing Co.	1,152	3,561	
Ogden Packing Co.		625	

Five day week at Omaha.

ST. LOUIS.			
	Cattle.	Hogs.	Sheep.
Armour & Co.	2,879	5,286	2,355
Swift & Co.	2,419	7,344	1,612
Morris & Co.	395	41	
St. Louis Dressed Beef Co.	1,455		
Independent Packing	719		
East Side Packing Co.	144	1,823	
Hell Packing Co.	18	820	
Krey Packing Co.	97		
American Packing Co.	42	822	
Sieff Packing Co.	127		
Butchers	898	35,571	691

## SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending March 18, 1922:

CATTLE.		HOGS.	
Chicago	29,674	118,421	
Kansas City	20,689	32,370	
Omaha	18,391	28,923	
East St. Louis	5,041	25,141	
St. Joseph	6,281	22,063	
St. Louis City	4,934	18,707	
Cudahy	954	6,434	
South St. Paul	13,587	8,900	
New York and Jersey City	9,985	10,245	
Oklahoma City	3,621	28,394	
Chicago		26,900	
Kansas City		44,058	
Omaha		12,315	
St. Joseph		14,700	
St. Louis City		12,600	

SHEEP.		HOGS.	
Chicago	48,148	118,421	
Kansas City	19,896	32,370	
Omaha	28,992	28,923	
East St. Louis	3,044	25,141	
St. Joseph	14,831	22,063	
St. Louis City	3,373	18,707	
Cudahy	218	6,434	
South St. Paul	2,096	8,900	
New York and Jersey City	31,296	10,245	
Oklahoma City	208	28,394	

## RECEIPTS AT CENTERS.

SATURDAY, MARCH 18, 1922.

	Cattle.	Hogs.	Sheep.
Chicago	500	6,000	6,000
Kansas City	200	1,000	300
Omaha	200	4,000	
St. Louis	200	3,500	200
St. Joseph	100	2,000	200
St. Paul	100	3,000	
Oklahoma City	100	400	200
Fort Worth	200	800	
Milwaukee		100	
Denver		400	4,500
Louisville	100	600	
Wichita	100	400	
Indianapolis	200	3,000	100
Pittsburgh	100	1,500	200
Cincinnati	300	2,200	100
Buffalo	100	1,800	900
Cleveland	200	2,000	500
Nashville, Tenn.		2,500	
Toronto	100	600	

MONDAY, MARCH 20, 1922.

	Cattle.	Hogs.	Sheep.
Chicago	14,000	37,000	14,000
Kansas City	13,000	9,000	12,000
Omaha	4,500	4,000	5,000
St. Louis	3,000	12,000	1,500
St. Joseph	2,500	7,000	3,000
St. Paul	500	2,000	500
Oklahoma City	2,900	5,400	600
Fort Worth	1,700	1,800	
Milwaukee	1,200	2,000	3,000
Denver	200	300	
Louisville	1,900	700	6,100
Wichita	1,500	600	200
Indianapolis	3,000	3,200	100
Pittsburgh	1,500	3,300	1,100
Cincinnati	1,500	3,300	2,000
Buffalo	2,500	13,600	11,000
Cleveland	800	5,500	500
Nashville, Tenn.	600	500	
Toronto	2,000	600	100

TUESDAY, MARCH 21, 1922.

	Cattle.	Hogs.	Sheep.
Chicago	8,000	16,000	11,000
Kansas City	8,000	8,000	7,000
Omaha	6,000	4,000	10,500
St. Louis	3,700	10,500	500
St. Joseph	1,700	4,000	2,500
St. Paul	1,800	3,500	
Oklahoma City	1,800	6,000	500
Fort Worth	1,400	2,000	300
Milwaukee	800	2,500	200
Denver	900	1,500	5,000
Louisville	200	700	100
Wichita	800	800	200
Indianapolis	700	5,500	700
Pittsburgh	100	2,000	500
Cincinnati	600	3,700	300
Buffalo	200	2,500	800
Cleveland	300	1,500	500
Nashville, Tenn.	100	1,000	
Toronto	800	1,000	

WEDNESDAY, MARCH 22, 1922.

	Cattle.	Hogs.	Sheep.
Chicago	11,000	15,000	18,000
Kansas City	7,000	15,000	8,000
Omaha	7,000	8,000	10,000
St. Louis	11,500	11,500	1,000
St. Joseph	2,500	6,500	3,000
St. Paul	2,000	4,500	500
Oklahoma City	3,000	10,000	500
Fort Worth	1,600	3,200	
Milwaukee	1,200	2,500	200
Denver	900	2,500	100
Louisville	1,000	1,500	100
Wichita	500	1,400	
Indianapolis	1,300	8,000	200
Pittsburgh	100	3,500	300
Cincinnati	600	4,200	200
Buffalo	200	1,500	1,200
Cleveland	300	3,000	500
Nashville, Tenn.	1,000	2,500	
Toronto	1,000	1,000	200

THURSDAY, MARCH 23, 1922.

	Cattle.	Hogs.	Sheep.
Chicago	15,000	23,000	12,000
Kansas City	3,000	5,000	6,000
Omaha	5,000	7,000	8,000
St. Louis	1,500	10,000	1,000
St. Joseph	1,500	5,000	2,000
St. Paul	1,500	4,500	1,000
Oklahoma City	1,500	5,500	500
Fort Worth	1,500	2,500	500
Milwaukee	900	2,500	100
Denver	1,500	1,800	5,300
Indianapolis	900	5,000	100
Pittsburgh		1,000	500
Cincinnati	600	4,200	200
Buffalo		500	400

FRIDAY, MARCH 24, 1922.

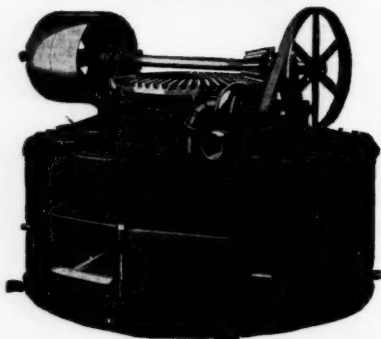
	Cattle.	Hogs.	Sheep.
Chicago	5,000	21,000	7,000
Kansas City	500	1,200	1,000
Omaha	1,500	6,000	3,000
St. Louis	500	8,500	500
St. Joseph	400	2,500	1,000
St. Paul	1,000	6,000	1,000
Oklahoma City	1,300	6,300	200
Fort Worth	300	1,600	
Fort Worth	2,000	1,500	500
Milwaukee	100	500	100
Denver	500	900	5,100
Indianapolis	800	7,000	400
Pittsburgh		1,000	200
Cincinnati	600	3,500	600
Buffalo	100	4,000	2,000

## NEW YORK LIVESTOCK.

Receipts for week ending Saturday, March 18, 1922:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	4,688	9,057	7,596	19,161
New York	1,447	4,152	19,031	2,671
Central Union	3,680	1,188	233	7,431
Total for week	10,125	14,397	26,800	29,263
Previous week	9,804	10,880	32,608	25,005
Two weeks ago	7,437	12,334	30,184	25,588

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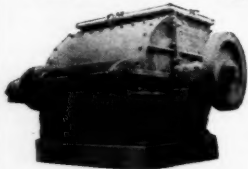
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### FEBRUARY CANADIAN LIVESTOCK.

Sales of livestock at principal Canadian centers during the month of February, 1922, with comparisons, are reported by the Dominion Department of Agriculture, as follows:

		CATTLE.			Top price good steers. (1,000-1,200 lbs.)		
	Sales	Month	Same	Month	Month	Same	Month
	of month,	of	of	of	of	of	of
	Feb. 1921.	Jan.	Feb. 1921.	Jan.	Feb. 1921.	Jan.	Feb. 1921.
Toronto (U. S. Y.)	20,483	17,925	25,219	\$8.00	\$10.50	\$9.00	
Montreal (Pt. St. Chs.)	2,246	2,023	3,024	8.00	10.50	7.90	
Montreal (E. End)	1,785	1,426	3,544	8.00	10.50	7.90	
Winnipeg	5,078	3,912	6,886	6.65	9.00	7.25	
Calgary	3,308	3,936	4,903	7.00	7.75	7.00	
Edmonton	1,932	2,564	2,405	7.00	8.00	6.50	
Prince Albert	46	...	117	4.50	...	4.50	
Moose Jaw	300	...	536	6.50	...	6.00	

		CALVES.			Top price good calves		
	Sales	Month	Same	Month	Month	Same	Month
	of month,	of	of	of	of	of	of
	Feb. 1921.	Jan.	Feb. 1921.	Jan.	Feb. 1921.	Jan.	Feb. 1921.
Toronto (U. S. Y.)	4,195	2,584	3,916	\$15.00	\$17.00	\$14.00	
Montreal (Pt. St. Chs.)	2,175	1,013	1,069	13.00	16.00	13.00	
Montreal (E. End)	1,872	1,600	1,197	13.00	16.00	13.00	
Winnipeg	604	352	1,063	11.00	12.75	10.00	
Calgary	233	218	737	8.00	9.10	6.50	
Edmonton	171	189	170	7.00	10.00	7.00	
Prince Albert	1	...	19	...	...	4.00	
Moose Jaw	13	...	23	7.00	...	6.00	

		HOGS.			Top price selects		
	Sales	Month	Same	Month	Month	Same	Month
	of month,	of	of	of	of	of	of
	Feb. 1921.	Jan.	Feb. 1921.	Jan.	Feb. 1921.	Jan.	Feb. 1921.
Toronto (U. S. Y.)	24,138	24,284	29,747	\$14.25	\$15.50	\$12.50	
Montreal (Pt. St. Chs.)	7,617	5,028	7,818	15.50	17.50	13.25	
Montreal (E. End)	3,403	3,114	3,616	15.50	17.50	13.25	
Winnipeg	14,067	9,948	18,227	13.50	14.50	10.75	
Calgary	7,216	3,392	11,259	12.00	14.90	10.25	
Edmonton	3,705	2,905	5,986	12.25	14.25	10.75	
Prince Albert	411	...	891	13.25	...	10.75	
Moose Jaw	1,255	...	1,264	13.25	...	10.25	

		SHEEP.			Top price good lambs		
	Sales	Month	Same	Month	Month	Same	Month
	of month,	of	of	of	of	of	of
	Feb. 1921.	Jan.	Feb. 1921.	Jan.	Feb. 1921.	Jan.	Feb. 1921.
Toronto (U. S. Y.)	5,658	9,190	8,954	\$15.00	\$14.50	\$14.50	
Montreal (Pt. St. Chs.)	377	231	2,885	11.00	13.00	10.00	
Montreal (E. End)	412	497	1,231	11.00	13.00	10.00	
Winnipeg	1,742	1,138	3,111	9.75	12.40	9.00	
Calgary	3,933	3,087	6,839	10.00	12.25	9.50	
Edmonton	351	283	965	9.00	10.50	9.00	
Prince Albert	...	...	15	...	...	6.50	
Moose Jaw	247	...	271	9.00	...	8.50	

### LIVESTOCK BY MOTOR TRUCK.

To avoid high freight rates to Chicago, farmers living on hard roads are sending their livestock to the Chicago Union Stock Yards in motor trucks. The practice is rapidly growing with the development of the good roads movement and the motor truck industry.

A report covering shipments and receipts for the last year shows that 51,100 hogs arrived on rubber-shod carriers, as compared with 33,100 in 1920. The number of sheep increased from 2,600 to 3,600, and cattle and calves from 9,200 to 9,500 during the same period.

While farmers and dealers brought in a good many of these in their own trucks, the bulk of them were handled by regular haulers with specially equipped frames mounted on large motor cars. Frequently a load of feeders is taken back on the return trip.

The trucks are stopped at the main entrance to the yards, their contents counted, and yardage fees collected. Then they are driven direct to the sales pens of a commission man for unloading. The livestock commission houses have helped promote this form of marketing by taking as much pains with a few head as with a full carload.

One load recently arrived at the Chicago yards after a hundred-mile trip. It contained sixty head of hogs averaging 225 pounds. The largest number of trucks come from points forty to fifty miles distant. Many farmers who had to load their animals the night before when railroads were used can now leave early in the morning with a truckload and have it sold before breakfast.



# HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

## Chicago.

**PACKER HIDES.**—One car of Nov.-Dec. heavy cows sold at 12½¢ and a car of similar salting kosher kill topped 12c. No other business reported and inquiries are few. Native steers quoted 13@13½¢ last paid. This selection casually looked for. Texas 12@12½¢; shedder Southern last brought 12½¢; butts 12@12½¢; Colorados 11c; branded cows 10c; heavy cows 11@11½¢ for current stock; light cows 11c last paid; native bulls 7½@8c asked; branded bulls 6@6½¢ last paid.

**COUNTRY HIDES** steady. Very good call is noted for light hides containing but few grubs and quiet business is said to be going on at 10½¢ and better. Efforts are repeatedly made to effect clearance at 11c, but vigilant scrutiny fails to reveal a confirmation. Bids have been advanced to 8½¢ for business in fairly grub free buff weights. All weight hides in the originating sections quoted 7½@8½¢ Chicago basis. Heavy steers quoted at 9½@10½¢ nominal; heavy cows and buffs quoted 8@8½¢ generally talked as to grub content; extremes are quoted 10@10½¢ for business as to quality and some lots talked at 11c. Branded country hides quoted 6@6½¢ flat nominal; country packer branded hides quoted at 8@10c; bulls 6@6½¢ nominal; country packer bulls quoted at 7@7½¢; glues at 3½@4½¢.

**NORTHWESTERN HIDES.**—No change noted in Twin Cities markets. Business is inclined toward slowness due to small stocks and meager collections. Sellers generally talk steady to strong prices. Heavy hides quoted 7½@7¾¢ last paid and 8c usually talked. Light stock quoted at 10@10½¢ asked; all weight quoted 8@8½¢ for business; bulls 6@6½¢; kipskins 8@10c; calfskins 10@13c; horse hides range at \$3.00@3.35 nominal, flat f. o. b.

**CALFSKINS.**—There is a report current in the East to the effect that local city calfskins have sold for export, but no details can be ascertained at present. Sellers usually talk 16½¢ and buyers are not willing to better 16c. Holdings are ample and collections becoming larger. Demands are mainly for heavy weight skins and collections are running to light weights. Outside skins quoted 13@16c as to qualities. Countries at 10@13c. Deacons 80¢@1.00; slunks \$1.25 for packer regulars. Hairless quoted 90@92½¢; kipskins quoted 14c nominal for fresh city and packer stock. A car of choice outside resalted cities made 12c; countries quoted 8@10c nominal.

**DRY HIDES.**—Western all weights quoted 12@13c.

**HORSE HIDES** dull; renderers \$3.50@3.75; mixed lots \$3.00@3.50 for qualities and countries down to \$2.50 for aged lots.

**SHEEP PELTS.**—Packer sheepskins quoted steady at \$2.20@2.30; small packers down to \$2.00 and countries \$1.25 avg.; shearlings 40@60c last paid; clips 15@30c as to lots; dry pelts 10@13c; pickled skins \$2.75@3.50 for lamb slats and sheep \$3.75@4.50 asked; goats 40@80c.

## New York.

**PACKER HIDES.**—Quietness continues the ruling feature. Holdings are moderately ample and demand is not brisk. Natives quoted 13c; butts, 12c; Colorados, 11c; bulls, 7@7½¢, and cows, 11c.

**SMALL PACKER HIDES.**—Business is reported in three cars of February-March

Brooklyn native steers at 10c, which represent a decline of a cent from business in similar hides in other sections. Eastern all weight cows lately sold at 10c and steers moved at 11c. Reports are current that some concessions from these rates are obtainable to effect clearance of winter kill where unsold stocks slow. Bulls and brands are quoted about 7@7½¢.

**COUNTRY HIDES.**—Business in country hides continues spotty in character. New York buyers report purchases of western all weights, largely grubby, as low as 6½¢, and eastern all weights, better description, at 7@7½¢. Philadelphia sellers report business in good quality buffs at 8c and extremes at 10c. Boston purchasers are paying 10@10½¢ for extremes and buffs at 8c. Best mid-west extremes are in relatively small supply and held as high as 11c. Efforts are still being made to effect sales of buffs at 8½@8¾¢. Tanners, however, resist payment of stronger levels vigorously.

**CALFSKINS.**—Quietness continues the ruling feature of the trimmed New York City calfskin situation. One seller sold some 5/7s at \$1.40, and operators believe that carlots of the light skins would sell at a further discount. There seems to be absolutely no call for that end of the list, all interest being centered in supplies for men's weight leather. Medium and heavy skins lately sold at \$2.00-05@2.50-55, and these prices are generally talked. Holdings are moderate. Outside skins are priced at \$1.13@1.35 on lights; untrimmed, 15@16c; foreign skins steady, a recent sale of 10,000 Hungarian well trimmed skins averaging 8½@9 lbs. sold for prompt shipment at 29c. Kip, \$3.20@3.80.

## MEAT SUPPLIES AT NEW YORK.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending March 18, 1922, with comparisons, as follows:

	Week ending Mar. 18.	Week ending Mar. 11.
Western dressed meats:		
Steers, carcasses	6,086	5,600
Cows, carcasses	768	989
Bulls, carcasses	200	204
Veal, carcasses	12,651	8,751
Lamb, carcasses	18,420	21,156
Mutton, carcasses	4,895	6,497
Pork, pounds	869,190	1,048,540
Local slaughter, Federal inspection:		
Cattle	9,985	10,049
Calves	13,208	13,679
Hogs	44,058	44,153
Sheep	31,295	28,349

## MEAT SUPPLIES AT BOSTON.

Receipts of western dressed meats and slaughter under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending March 18, 1922, with comparisons:

	Week ending Mar. 18.	Week ending Mar. 11.
Western dressed meats:		
Steers, carcasses	2,616	2,221
Cows, carcasses	1,030½	1,738½
Bulls, carcasses	73	90
Veal, carcasses	948	780
Lamb, carcasses	8,006	8,229
Mutton, carcasses	77	423
Pork, lbs.	104,656	228,580
Local slaughter:		
Cattle	1,350	1,446
Calves	4,918	5,093
Hogs	12,801	14,956
Sheep	4,330	4,852

## MEAT SUPPLIES AT PHILADELPHIA.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending March 18, 1922, with comparisons:

	Week ending Mar. 18.	Week ending Mar. 11.
Western dressed meats:		
Steers, carcasses	2,168	2,124
Cows, carcasses	733	759
Bulls, carcasses	136	165
Veal, carcasses	1,636	1,524
Lamb, carcasses	5,611	6,363
Mutton, carcasses	1,264	1,790
Pork, lbs.	545,025	397,686
Local slaughter:		
Cattle	2,235	2,624
Calves	2,236	2,077
Hogs	17,618	14,103
Sheep	4,231	5,232

## WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Markets at Chicago and three Eastern markets on Thursday, Mar. 23, 1922, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>Fresh Beef—</b>				
<b>STEERS:</b>				
Choice	\$15.00@15.50	\$14.00@14.50	\$14.50@15.00	\$14.00@14.50
Good	14.00@15.00	13.00@13.50	13.00@14.00	13.00@13.50
Medium	13.00@14.00	12.50@13.00	12.50@13.00	12.00@12.50
Common	11.00@12.00	12.00@12.50	11.50@12.00	11.00@12.00
<b>COWS:</b>				
Good	10.50@11.50	11.00@11.50	10.50@11.50	10.50@11.00
Medium	10.00@10.50	10.50@11.00	9.50@10.00	10.00@10.50
Common	8.50@9.50	9.00@10.00	9.00@9.50	9.50@10.00
<b>BULLS:</b>				
Good	.....@.....	8.50@.....	.....@.....	9.50@10.00
Medium	.....@.....	7.50@8.00	8.50@9.50	8.00@9.00
Common	7.00@7.25	7.00@7.50	8.00@8.50	7.50@8.00
<b>Fresh Veal*—</b>				
Choice	15.00@16.00	.....@.....	18.00@20.00	.....@.....
Good	14.00@15.00	.....@.....	18.00@20.00	15.00@17.00
Medium	12.00@13.00	12.00@14.00	12.00@14.00	14.00@15.00
Common	8.00@10.00	10.00@12.00	10.00@12.00	10.00@13.00
<b>Fresh Lamb and Mutton—</b>				
<b>LAMBS:</b>				
Choice	28.00@29.00	29.00@30.00	28.00@30.00	28.00@30.00
Good	27.00@28.00	28.00@29.00	27.00@28.00	27.00@28.00
Medium	25.00@27.00	26.00@27.00	25.00@26.00	25.00@26.00
Common	22.00@25.00	24.00@25.00	22.00@24.00	22.00@24.00
<b>YEARLINGS:</b>				
Good	.....@.....	.....@.....	.....@.....	24.00@26.00
Medium	.....@.....	.....@.....	.....@.....	.....@.....
Common	.....@.....	.....@.....	.....@.....	.....@.....
<b>MUTTON:</b>				
Good	19.00@20.00	19.00@20.00	19.00@20.00	20.00@21.00
Medium	17.00@18.00	16.00@17.00	16.00@18.00	16.00@19.00
Common	11.00@15.00	14.00@16.00	14.00@16.00	15.00@17.00
<b>Fresh Pork Cuts—</b>				
<b>LOINS:</b>				
8-10 lb. average	19.00@20.00	20.00@21.00	21.00@22.00	19.00@21.00
10-12 lb. average	18.00@19.00	19.50@20.00	20.00@21.00	18.00@20.00
12-14 lb. average	17.00@18.00	18.50@19.00	19.00@20.00	17.00@18.00
14-16 lb. average	16.00@17.00	17.00@18.00	18.00@19.00	16.00@17.00
16 lb. over	15.00@16.00	15.00@16.00	17.00@18.00	15.00@16.00
<b>SHOULDERS:</b>				
Plain	.....@.....	.....@.....	.....@.....	.....@.....
Skinned	14.50@15.50	.....@.....	16.00@17.00	15.00@16.00
<b>PICNICS:</b>				
4-6 lb. average	13.50@14.00	15.50@16.00	.....@.....	14.00@15.00
6-8 lb. average	13.00@13.50	15.00@15.50	14.00@15.00	.....@.....
<b>BUTTS:</b>				
Boneless	.....@.....	.....@.....	18.00@20.00	17.00@18.00
Boston style	16.00@17.00	.....@.....	.....@.....	.....@.....

\*Veal prices include "hide on" at Chicago and New York.

## LIVE STOCK MARKETS

### CHICAGO.

(Reported by the U. S. Bureau of Markets.)  
 Union Stock Yards, Chicago, March 23.

Receipts at Chicago for the expired portion of the week, estimated at 47,700, showed a falling off of nearly 9,000 as compared with the same period last week. Other markets also showed an increase and decrease as compared with a week ago and a year ago, ten primary markets being credited with approximately 145,000 this week or 26,500 less than the same period last week and 16,000 greater than a year ago when shipments were restricted by threatened labor trouble in Packingtown.

Beef steers advanced materially when a light two-day supply of 22,000 cattle arrived Monday and Tuesday. Midweek runs swelled, approximately 26,000 being on sale Wednesday and Thursday, this increase in receipts being also attributed in a measure to the desire on the part of the countrymen to cash their holdings before the opening of spring work on the farm.

Receipts proved burdensome and under rather restricted demand, practically all grades of beef steers lost the early advance, of 35 to 50c, and closed in line with last Thursday. Good to choice yearlings are gaining preference over heavy steers. Strictly choice yearling steers reached \$9.35 early, with a load of yearling heifers, baby beefs, averaging 632 lbs., making \$9.25, and others of similar weights going at \$9.00 to \$9.10.

Heavy steers topped at \$9.30 Monday. Numerous loads of choice steers sold at \$2.00 to \$9.15, few realizing \$9.25, weights ranging around 1,300 to 1,500 lbs., mostly. Best heavy steers today sold at \$9.00, comparable with the top last Thursday at the same price. Medium grades comprised a large proportion of the week's supply and most killing steers cashed at \$7.35 to \$8.40. Anything selling below \$7.25 was usually of common grade.

The stock took an upward trend on early markets and values were retained fairly well and the market closed today about 25c higher than a week previous. Canners and cutter cows at \$3.25 to \$4.00, were about 10c to 25c above a week ago. Cows selling under \$5.00 were considered common and \$4.75 bought the best cutters. Most butcher cows and heifers were of quality and condition to sell at \$5.10 to \$6.65 during the week.

Owing to outside demand early, bulls advanced about 15c to 25c and have retained this gain. It took fat yearling bulls to realize \$6.00 or better and choice heavy bulls rarely passed \$4.75, with medium weight butcher bulls going mostly at \$5.00 to \$5.50. It was a \$4.25 to \$4.35 bologna market mostly, with some of the best

heavy sausage bulls valued at \$4.40 and common kinds around \$4.00.

Choice handyweight calves were comparatively scarce and sales above \$9.00 were few, shippers and city butchers selecting the available supply of 150 to 180-lb. calves at \$9.00 to \$10.50. The packer market was mostly on a \$7.50 to \$8.25 bases, these prices being paid for 100 to 120-lb. vealers all week.

Chicago hog receipts for the week to date at 90,000 showed 31,000 shrinkage from like period last week, although being 14,000 more than corresponding period last year. The ten market total for the week to date at 296,000, showed 77,000 shrinkage from same period last week and was 4,000 less than corresponding period last year. However, during the corresponding period last year receipts were restricted by threatened labor trouble among the packing house workers.

Shipments for the week to date at about 23,500 were around 2,000 less than same period last week, but constituted about 24 per cent of the receipts compared with 21 per cent last week.

The top heavy condition of the hog market was very clearly demonstrated by the course charted during the first four days of this week under the lightest receipts of the season.

The market opened Monday 10c to 20c higher, but owing to the bearishness of most of the local packers, the early advance was lost by the close on the medium to heavy weight hogs. Packers claimed inability to make money on pork products, on the basis of present live costs, and have bought sparingly daily. The market was lower on Tuesday on receipts of about 16,000, the smallest Tuesday receipts in nearly a year, and steady to lower Wednesday. Under the stimulus of fairly broad shipping demands today, the market opened 5c to 10c higher, but closed slow, with the advance lost on all but the lights and better grades of light butchers.

Top Thursday was \$10.40 with the practical limit \$10.35, and the bulk of sales \$9.75 to \$10.30. The practical low limit on packing sows was \$9.00, with the exception of odd lots of real heavy coarse kinds. Market closed today as compared with Thursday previous, largely 15c to 25c lower. Desirable 100 to 120-lb. pigs sold mostly to shippers today at \$9.25 to \$9.50, or around 25c higher than last Thursday.

Although the general quality of hogs was mostly good, they are carrying a bigger percentage of unfinished light stuff than recently, making the daily average weights lower so far this week.

This has been rather a featureless week on sheep.

Top price on fat lambs, \$16.00, was paid Tuesday by shippers and city butchers, choice kinds being extremely rare that day. Wednesday one load reached \$15.85 on shipping account. Where feed lot loads have averaged throughout above 90 lbs., they have sold mostly with the heavy end sorted off, which has average usually 105 lbs., or heavier and generally sold from \$13.50 to \$14.00. Cull and feed lot throw-

out lambs have sold very unevenly from \$10.00 and below to \$13.00 and above, according to weight and flesh condition. Shorn lamb top for the week was \$13.25, several lots of choice handyweights making the price, while the weightier kinds and those in less desirable killer flesh have sold downward to \$12.00 and under.

### KANSAS CITY.

(Special Letter to The National Provisioner.)

Kansas City Stockyards, March 22.

Trade in cattle today, though not as active as Tuesday, held at steady prices. Eastern markets slowed down considerably owing to fairly liberal receipts. Compared with last week's low level, prices now are 35 to 50 cents higher. Hog prices continued to slip, and the market was weak with the top price \$10.00, and bulk of sales \$9.60 to \$9.95. Sheep and lambs were inactive at steady prices.

Receipts today were 7,000 cattle, 7,500 hogs and 8,000 sheep, compared with 6,000 cattle, 8,000 hogs and 6,000 sheep a week ago, and 5,050 cattle, 5,575 hogs and 7,750 sheep a year ago.

Trade in fat cattle opened slowly with lower bids offered. Salesmen resisted the decline and most of the good steers were steady at Tuesday's advance and sharply higher than the low point last week. Prime steers sold up to \$9.00 and other good to choice grades brought \$8.00 to \$8.75. Fair to good killing kinds brought \$7.25 to \$7.85. Dressed beef men are looking for good fat steers and little distinction is being made on weight. Cows and heifers were steady with Tuesday and higher than a week ago. Veal calves and bulls were steady.

Another dime came off of hog prices today and more Eastern markets showed 10 to 20 cent declines. Shipping demand has diminished and packers have the market in their control for the first time in several months. The top price today was \$10.00, and the bulk of the offerings sold at \$9.60 to \$9.95. Pigs sold at \$8.50 to \$9.50.

There was a firm undertone in the sheep market, though prices were not notably changed from Tuesday. The best lambs here sold at \$15.00 to \$15.25. Some Texas wethers sold at \$9.25.

### ST. LOUIS.

(Special Letter to The National Provisioner.)

National Livestock Yards, Ill., March 22.

Although the cattle supply this week is very moderate, there being but 15,000 in the count up to and including today, the advance in prices which has obtained in the last three days has been checked. Today the market is around 25c higher than the close of the preceding week, and is holding steady at this basis.

In heavy cattle, the top for the period is \$8.35, which was paid on a string of Hereford steers. Several other sales in car lots are reported at \$8.00 to \$8.25. The bulk of the killing steers are moving in a range of \$7.00 to \$7.50, with the common and medium kinds swinging around the \$6.50 mark.

In the butcher class, light weight steers and heifers are selling largely from \$6.00 to \$7.50. The best sale on heifers was a three-car lot which brought \$8.00. Butcher cows are in good demand and are finding prompt sale from \$4.25 to \$6.00, with fancy cows in small lots selling from \$6.25 to \$6.50. Canners and cutter cows are clearing in a spread of \$2.50 to \$3.50, beef and bologna bulls, \$4.00 to \$5.25.

The hog run this week is a little better than 55,000, and the quality very fair. There has been some demand for finished heavy hogs this week, those weighing from 240 to 260 pounds, and they have been selling well towards the top. The market has been somewhat erratic, and

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for the week is 20@35c lower than a week ago. The top for the period was made during its middle portion, when good mixed and butcher hogs and light weights of the shipping kind sold up to \$10.50.

In the past two days a downward trend has developed, and today's quotations are as follows: Mixed and butchers, \$10.00@10.15; good heavies, \$10.00@10.10; roughs, \$8.50@8.75; lights, \$10.00@10.15; pigs, \$8.50@10.00; bulk, \$10.00@10.15.

Sheep receipts are extremely light, so much so in fact that it is hard to determine the market in all classes. The aged sheep market is strong and active, the top for the week being \$9.25 on some very good fed western ewes. Good to handy weight native ewes are bringing \$8.75@9.00, and yearling wethers, \$11.50@12.00, the top being made on a string of clipped Missouri-fed Texas wethers. In the lamb department, \$15.85 is the top for the week and this was paid on lambs that could by no means be called choice. Fair native lambs are bringing around \$15.00, culls \$10.00@11.

### OMAHA.

(Special Letter to The National Provisioner.)

South Omaha, Neb., March 22, 1922.

As the result of last week's declines and stormy weather, cattle receipts here at the first of the week fell off quite sharply, decreasing 10,000 head in three days compared with a week ago. This drop in receipts resulted in some reaction in prices, but the advance of 25@40c, which was noted Monday and Tuesday on fat cattle, was made in the face of strong opposition on the part of buyers, and when a fairly liberal run showed up Wednesday a good share of this upturn was lost.

In other words, the market is in just a trifle better shape than it was a week ago, the bulk of the steers selling at \$7.00@8.00, with extreme tops at \$8.50. Best cows at \$6.25@6.60, and choice heifers at \$7.00@7.75, are about as high as at any time this season, but the commoner grades of she stuff have not regained any of last week's decline. Calves are about steady this week, bulk selling at \$6.50@8.00, and bulls, stags, etc., at \$3.25@5.50 are also unchanged.

The situation in hogs is much the same as in the cattle trade. On extremely light receipts the first of the week prices ruled higher, but buyers who claim that values are too high now to be in line with pork products, are making a determined effort to keep the market on the down-grade and as a result of the first decent run of the week brought a reaction which wiped about half of the early advance.

Compared with a week ago, prices are still 25@35c higher, top today being \$9.90, as against \$9.55 last Wednesday, and bulk selling at \$9.50@9.75, as against \$9.20@9.50 a week ago.

Sheep and lambs have also shown a little improvement over the low time a week ago, thanks to continued moderate receipts. The advance has been of a hesitant character and does not amount to over 25c in any case. Lambs are selling largely at \$14.50@15.10, yearlings at \$9.50@13.00, wethers at \$8.00@10.50, and old ewes at \$7.00@9.60.

## Hog Market at St. Louis National Stock Yards

(Special Correspondence of The National Provisioner.)

[EDITOR'S NOTE.—This is the second of a series of articles describing various livestock markets from the standpoint of the packer buyer. Packers who draw their livestock supplies from distant markets are interested in finding the best market and in getting the best results from their own particular standpoint. These articles should be of interest from this standpoint.]

Located in the very heart of the Corn Belt and served by twenty-three railroads, the St. Louis National Stock Yards has grown to be the greatest hog market in the country, with the possible exception of the big brother at the other end of the state of Illinois. In the year 1920, which may be called a fairly normal year, so far as receipts are concerned, there were received here 3,398,940 hogs, and the receipts for 1921 were approximately the same.

The hogs sold on the St. Louis market are not drawn from the corn belt alone; the statistics for the past year show that the supply was drawn from twelve states, although by far the greater portion of the supply originated in Missouri, Illinois and Iowa, where it is claimed the best hogs in the world are produced. There are received here also during the season of navigation a great many hogs which arrive by steamboat.

To take care of this class a paved, drained and covered receiving yard is provided on the river front, which is connected with the St. Louis National Stock Yards proper by railroad and paved streets. It is about one and one-half miles from the main yard. At this river yard some excellent hogs are received, particularly those which originate along the Illinois and Mississippi rivers north of St. Louis.

To keep abreast of the times and provide facilities for its growing business, the St. Louis National Stock Yards has been practically rebuilt in the last four years. The hog department has been almost doubled in capacity, or at least will be when its triple deck concrete addition, now under construction, is completed. This addition will be 155 feet wide and 1,100 feet long. It is hard to say just what the daily capacity will be, but around 50,000 head is a conservative estimate. In the new house will be installed additional facilities for the ever-growing motor truck trade, which in the past two years has assumed a large and important proportion. This class of trade increases as the country roads improve.

That the outside slaughterer regards this market favorably as a supply point is evidenced by the fact that out of the receipts in 1920 already referred to, 1,808,925 hogs were shipped out, of which about 1,750,000 went to slaughterers. The

unexcelled railroad facilities obtaining here account for this in part, as will be understood when it is stated that shipments of livestock from the St. Louis National Stock Yards are delivered to the Eastern seaboard with only one feed in transit. Shipments to such points as Baltimore, Washington, Philadelphia, Reading, Newark and New York are afforded third-day delivery. There is also a freedom from tubercular hogs at this market, which is a highly desirable feature, very few of the hogs coming from extensive dairying communities.

There is no better market in the country than this at which to buy stock hogs. Its immunizing plant is under the direction of a licensed veterinarian and hog disease specialist, and all stock hogs are passed upon by the Bureau of Animal Industry of the U. S. Department of Agriculture before they are shipped to the country.

### CANADIAN CATTLE MARKETS.

Sales of cattle and calves at chief Canadian centers with top prices for selects, compared to the same time a week ago and a year ago are reported as follows by the Markets Intelligence Division of the Dominion Department of Agriculture for the week ending March 16, 1922:

	Sales			Top price good steers (1,000-1,200 lbs.)		
	Week ending Mar. 16, 1921.	Same week ending Mar. 9.	Week ending Mar. 16, 1921.	Week ending Mar. 16, 1921.	Same week ending Mar. 9.	Week ending Mar. 16, 1921.
Toronto (U. S. Y.)	4,438	7,412	5,931	\$8.00	\$11.00	\$9.00
Montreal (Pt. St. Chs.)	496	881	448	8.00	12.00	8.00
Montreal (E. End)	442	540	450	8.00	12.00	8.00
Winnipeg	1,593	382	1,640	7.00	9.00	6.75
Calgary	898	1,093	725	6.00	7.50	6.00
Edmonton	576	509	876	6.50	8.00	6.50
Prince Albert	40	...	26	5.50	...	5.25
Moose Jaw	...	...	102	...	...	6.00

	Sales			Top price good calves		
	Week ending Mar. 16, 1921.	Same week ending Mar. 9.	Week ending Mar. 16, 1921.	Week ending Mar. 16, 1921.	Same week ending Mar. 9.	Week ending Mar. 16, 1921.
Toronto (U. S. Y.)	1,267	993	1,261	\$14.00	\$18.00	\$14.00
Montreal (Pt. St. Chs.)	1,242	966	1,057	9.50	13.00	9.00
Montreal (E. End)	1,058	1,033	1,438	9.50	13.00	9.00
Winnipeg	235	123	265	12.00	11.00	10.00
Calgary	123	160	133	8.00	8.00	8.00
Edmonton	39	36	80	7.00	10.00	7.00
Prince Albert	1	...	...	...	...	...
Moose Jaw	...	...	...	...	...	...

### CANADIAN HOG MARKETS.

Sales of hogs at chief Canadian centers for the week ending March 16, 1922, are reported as follows by the Market of Intelligence Division of the Dominion Department of Agriculture with top prices for selects, as compared to a week and a year ago:

	Sales			Top price selects		
	Week ending Mar. 16, 1921.	Same week ending Mar. 9.	Week ending Mar. 16, 1921.	Week ending Mar. 16, 1921.	Same week ending Mar. 9.	Week ending Mar. 16, 1921.
Toronto (U. S. Y.)	4,444	4,950	5,862	\$13.00	\$15.25	\$13.75
Montreal (Pt. St. Chs.)	1,714	1,556	2,252	13.50	16.00	14.25
Montreal (E. End)	718	521	1,261	13.50	16.00	14.25
Winnipeg	3,262	2,127	4,177	11.50	13.75	12.50
Calgary	829	536	1,775	10.50	13.75	11.50
Edmonton	821	585	1,279	10.50	14.00	11.25
Prince Albert	174	...	112	11.00	...	11.75
Moose Jaw	...	...	478	...	...	12.25

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# ICE AND REFRIGERATION

## ICE NOTES.

Foster and Otis is the name of a new ice firm at Galva, Ill.

The Reidsville Ice & Coal Co. is about to improve the plant, thereby doubling its capacity.

The Cameron Artificial Ice Co., Cameron, Mo., is going to build an addition to their plant.

The Coleman-Trosper Ice Co., Gila Bend, Ariz., has been incorporated with a capital of \$15,000.

The Earlington Ice Co., Earlington, Ky., have been granted permission to sell their stock in Kentucky.

The Conway Ice and Fuel Co., Conway, Ark., is reported to be sold, according to President John A. Mode.

Frank D. Zearing has been elected secretary-treasurer-manager of the Citizens' Ice Co., Bellefontaine, O.

Frank Quattrocchi & Sons, Hannibal, Mo., are building a new refrigerating plant and will install a cooling system.

Arthur and Joe Ross, Ashboro, N. C., are planning to erect a new ice plant at that place and will install considerable machinery.

The Calvert Ice Co., Solomons, Md., has been incorporated with a capital of \$15,000 by Fred Taylor, Joseph J. Bafford and Thomas O. Tongue.

I. D. Sparks of Silsbee and E. Cousins have bought the ice plant of the Sabine Ice Co., Bronson, Sabine Co., Tex., and are making alterations.

The Citizens' Ice Co., Helena, Ark., has elected a new secretary and treasurer in Capt. D. T. Hargraves and a new sales manager in R. L. Brooks.

The Consumers' Ice and Coal Co., Pine Bluff, Ark., has filed a bankruptcy petition and a receiver has been appointed, who is J. Nichol, president of the Simmons National Bank of Pine Bluff.

The Kansas City Cold Storage and Warehouse Company's plant, Third and Locust streets, Kansas City, Mo., has just begun work on its new plant and it is expected to have it completed by July.

The Cedar Rapids Ice and Coal Co., Cedar Rapids, Ia., has been incorporated with a capital of \$50,000. The officers are as follows: Glen Corbett, president; C. Howard Allen, vice-president; Robert E. Hill, secretary; W. S. Hill, treasurer.

## FROZEN AND CURED MEAT STOCKS.

Summary of cold storage holdings of frozen and cured meats on March 1, 1922, with comparisons, is given by the U. S. Bureau of Markets as follows:

	March 1, 1922.	March 1, 1921.	Feb. 1, 1922.
Frozen beef.....	55,725,000	122,402,000	61,522,000
Frozen pork.....	85,136,000	208,889,000	71,722,000
Frozen lamb and mutton.....	4,019,000	59,304,000	3,914,000
Cured beef.....	7,206,000	12,612,000	6,347,000
In process of cure	10,728,000	11,394,000	10,426,000
Dry salt pork.....	61,578,000	138,092,000	54,423,000
In process of cure	77,780,000	113,801,000	74,286,000
Pickled pork.....	97,987,000	148,839,000	88,387,000
In process of cure	223,110,000	227,537,000	196,100,000
Lard.....	61,258,000	117,690,000	61,202,000
Miscellaneous meats	56,618,000	95,163,000	57,171,000

## DAIRY PRODUCTS AND EGG STORAGE.

Cold storage holdings of dairy products and eggs on March 1, 1922, with comparisons, are reported by the U. S. Bureau of Markets as follows:

	March 1, 1922.	March 1, 1921.	Feb. 1, 1922.
Creamery butter....	22,557,000	27,103,000	35,047,000
Packing stock butter	1,518,000	2,626,000	1,447,000
American cheese....	14,953,000	17,477,000	21,430,000
Swiss cheese.....	2,987,000	2,951,000	3,252,000
Brick and Munster.	1,599,000	1,200,000	1,710,000
Limburger.....	493,000	681,000	585,000
Cot., pot and bakers	1,677,000	3,319,000	1,920,000
Cream and Neuf-chatel.....	159,000	58,000	229,000
All other cheese....	3,541,000	4,772,000	3,874,000
Egg eggs.....	13,000	43,000	179,000
Frozen eggs.....	13,120,000	22,363,000	16,206,000

## POULTRY IN COLD STORAGE.

Following is the summary of cold storage holdings of poultry on March 1, 1922, with comparisons:

	March 1, 1922.	March 1, 1921.	Feb. 1, 1922.
Broilers.....	10,264,000	11,827,000	12,544,000
Roasters.....	33,008,000	23,273,000	37,831,000
Fowls.....	16,741,000	15,098,000	20,562,000
Turkeys.....	7,687,000	6,882,000	7,973,000
Miscellaneous.....	21,068,000	22,121,000	24,438,000

## MEAT EXPORTS IN JANUARY.

(Continued from page 33.)

**CANNED PORK.**—France, 2,012 lbs.; England, 126,586 lbs.; other British West Indies, 135 lbs.; Haiti, 103 lbs.; Colombia, 180 lbs.; Venezuela, 2,657 lbs.; Scotland, 10,800 lbs.; Trinidad, 474 lbs.; Philippine Islands, 270 lbs.; total, 143,217 lbs.

**CANNED MUTTON.**—Azores, 136 lbs.; Colombia, 60 lbs.; Peru, 320 lbs.; Venezuela, 1,280 lbs.; Liberia, 36 lbs.; total, 1,832 lbs.

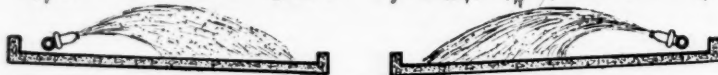
**CANNED SAUSAGE.**—Belgium, 9,625 lbs.; Germany, 45 lbs.; Greece, 58 lbs.; Costa Rica, 600 lbs.; Mexico, 2,763 lbs.; Newfoundland, 1,030 lbs.; Bermuda, 514 lbs.; Jamaica, 190 lbs.; Trinidad, 1,030 lbs.; other British West Indies, 932 lbs.; Cuba, 17,487 lbs.; Dominican Republic, 3,736 lbs.; Dutch West Indies, 952 lbs.; Haiti, 329 lbs.; Virgin Islands, 65 lbs.; Colombia, 578 lbs.; British Guiana, 640 lbs.; French Guiana, 1,000 lbs.; Peru, 1,223 lbs.; Venezuela, 959 lbs.; British India, 747 lbs.; China, 135 lbs.; Hong Kong, 710 lbs.; Japan, 128 lbs.; Palestine, 192 lbs.; Philippine Islands, 4,581 lbs.; British West Africa, 195 lbs.; British South Africa, 1,539 lbs.; Liberia, 58 lbs.; total, 52,049 lbs.

**OTHER CANNED MEATS.**—Total, 351,344 lbs.

**OTHER MEAT PRODUCTS.**—Total, 1,107,287 lbs.

**OLEO OIL.**—Belgium, 122,071 lbs.; Denmark, 41,937 lbs.; Germany, 153,496 lbs.; Greece, 401,097 lbs.; Italy, 46,137 lbs.;

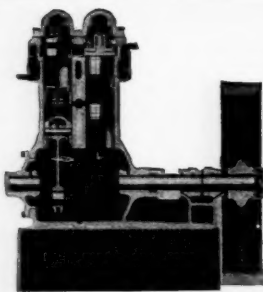
## BRINE SPRAY HEADS



"Spritz" Brine nozzles insure better distribution, uniform spray, and uninterrupted service—For these reasons they have been adopted as standard by most of the leading packers employing the Brine Spray System.

Write for Bulletin No. 5

**BINKS SPRAY EQUIPMENT CO., 3126 CARROLL AVE., CHICAGO, ILL.**  
FORMERLY STAR BRINE WORKS.



Section of YORK Enclosed Ammonia Compressor showing simplicity of construction.

## YORK Enclosed Ammonia Compressors are designed and constructed for the BUTCHER.

—who wants a Refrigerating Machine of moderate initial cost, that is reliable under all conditions—does not require a skilled operator, nor an experienced mechanic to make repairs. All parts of the York Enclosed Compressors are made to jigs and templates, insuring the fit of repair parts. The simplicity of construction makes it possible for any Butcher to personally take care of a York Refrigerating Machine. Write us for detailed information and prices.

**YORK MANUFACTURING CO.**  
Ice Making and Refrigerating Machinery Exclusively  
**YORK PENNA.**

## REFRIGERATING ENGINEERS

We install the **NORWALK ICE MACHINE.** Write us for particulars.  
**ARCTIC COLD STORAGE CONSTRUCTION CO.**

39 Cortlandt St.  
Rector 8990 New York City

Packing House Specialists

**CORK INSULATION**



## PURITY IS ESSENTIAL IN AMMONIA

For Refrigerating and Ice Making. Because nothing will reduce the profits of your plant so surely as Ammonia laden with organic impurities.

# BOWER BRAND ANHYDROUS AMMONIA

is made from pure Aqua Ammonia of our own production, thoroughly refined and purified. Send for Free Booklet.

**Henry Bower Chemical Manufacturing Co.,** 29th Street and Gray's Ferry Road  
PHILADELPHIA, PA.

*SPECIFY BOWER BRAND ANHYDROUS AMMONIA which, subject to prior sale, may be obtained from the following:*

Atlanta—M. & M. Warehouse Co.  
Baltimore—Werning, Moving, Hauling & Storage Co.; Frank R. Small, 619 Equitable Bldg.  
Boston—G. W. Goerner, 40 Central St.  
Buffalo—Central Supply Co.; Keystone Warehouse Co.  
Chicago—Ernest O. Heinsdorf, Chemical Bldg.  
Cleveland—Curtis Bros. Transfer Co.  
Detroit—Brennan Truck Co.

El Paso—R. E. Huthstainer, 615 Mills Bldg.  
Jacksonville—Jacksonville Whse. & Distributing Co.  
Mexico, D. F.—Ernest O. Heinsdorf.  
New York—Roessler & Hasslacher Chemical Co., 709 Sixth Ave.  
Newark—American Oil & Supply Co.  
New Orleans—O. E. Lewis Co., Inc., 638 Camp St.  
Norfolk—Southgate Forwarding & Storage Co.  
Philadelphia—Henry Bower Chemical Manufacturing Co.

Pittsburgh—Pennsylvania Transfer Co., Duquesne Freight Station; Pennsylvania Brewers Supply Co., 158 Tenth St.  
Providence—Edwin Knowles, 26 Custom House St.  
Richmond—Bowman Transfer & Storage Co.  
Rochester—Rochester Carting Co.  
Savannah—Savannah Brokerage Co.  
San Francisco—Mailliard & Schmiedell.  
Toledo—Moreton Truck & Storage Co.; G. H. Weddle & Co., 67 Walbridge Ave.  
Washington—Littlefield, Alvord & Co.



**Ingersoll-Rand**  
AMMONIA COMPRESSOR  
IS USED IN THE VOGT  
COMPRESSION SYSTEM

## TO USERS OF REFRIGERATION

Your plant conditions demand either the Absorption or Compression type of refrigerating equipment. Let us aid you with our experience in selecting the machine which fits your requirements, assuring you the most efficient and economical service.

# Vogt

## Refrigerating Equipment

Absorption—Compression

**HENRY VOGT MACHINE CO.**

INCORPORATED  
Louisville, Ky.

MANUFACTURERS OF ICE AND REFRIGERATING EQUIPMENT—DROP FORGED STEEL VALVES AND FITTINGS—WATER TUBE AND HORIZONTAL RETURN TUBULAR BOILERS—OIL REFINERY EQUIPMENT.



BRANCH OFFICES  
NEW YORK — CHICAGO  
TULSA, OKLA.

Netherlands, 966,171 lbs.; Norway, 814,304 lbs.; Sweden, 290,746 lbs.; Turkey in Europe, 583,013 lbs.; England, 262,148 lbs.; Scotland, 53,386 lbs.; Ireland, 12,974 lbs.; Yugoslavia, 104,699 lbs.; Newfoundland, 35,000 lbs.; Jamaica, 1,125 lbs.; other British West Indies, 300 lbs.; Cuba, 4,400 lbs.; Virgin Islands, 225 lbs.; Greece in Asia, 90,022 lbs.; Hong Kong, 11,000 lbs.; Japan, 780 lbs.; Palestine, 4,400 lbs.; total, 3,999,431 lbs.

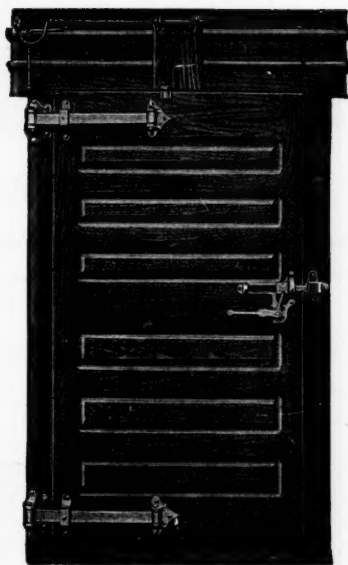
OTHER ANIMAL OILS.—Total, 115,913 lbs.

LARD.—Belgium, 6,295,578 lbs.; Denmark, 907,305 lbs.; Finland, 73,708 lbs.; France, 4,198,720 lbs.; Germany, 17,835,078 lbs.; Gibraltar, 53,980 lbs.; Iceland, 11,505 lbs.; Italy, 839,442 lbs.; Malta, 127,600 lbs.; Netherlands, 3,428,232 lbs.; Norway, 107,900 lbs.; Russian Europe, 247,500 lbs.; Spain, 5,600 lbs.; Sweden, 323,187 lbs.; Switzerland, 480,997 lbs.; England, 16,703,308 lbs.; Scotland, 635,420 lbs.; Ireland, 20,967 lbs.; Costa Rica, 1,060 lbs.; Panama, 10,139 lbs.; Mexico, 11,880 lbs.; Newfoundland, 12,031 lbs.; Bermuda, 6,052 lbs.; Barbados, 6,850 lbs.; Jamaica, 2,200 lbs.; Trinidad, 39,551 lbs.; other British West Indies, 1,970 lbs.; Cuba, 1,552,512 lbs.; Dominican Republic, 199,258 lbs.; Dutch West Indies, 2,800 lbs.; French West Indies, 34,200 lbs.; Haiti, 86,690 lbs.; Virgin Islands, 5,685 lbs.; Chile, 1,920 lbs.; Colombia, 22,738 lbs.; British Guiana, 18,263 lbs.; French Guiana, 6,100 lbs.; Peru, 87,807 lbs.; Venezuela, 22,000 lbs.; Belgian Congo, 112 lbs.; British West Africa, 28,451 lbs.; British South Africa, 5,550 lbs.; Canary Islands, 9,100 lbs.; Algeria, 2,200 lbs.; Morocco, 9,037 lbs.; total, 54,493,033 lbs.

NEUTRAL LARD.—Total, 1,216,912 lbs.

COMPOUND LARD.—Total, 946,895 lbs.

OLEOMARGARINE.—England, 8,400 lbs.; British Honduras, 2,700 lbs.; Costa Rica, 500 lbs.; Panama, 20,310 lbs.; Bermuda, 5,270 lbs.; Barbados, 8,000 lbs.; Jamaica, 7,580 lbs.; other British West Indies, 16,401 lbs.; Cuba, 750 lbs.; Dominican Republic, 1,760 lbs.; Dutch West Indies, 200 lbs.; Haiti, 500 lbs.; Virgin Islands, 1,150 lbs.; Palestine, 60 lbs.; total, 73,581 lbs.



## JAMISON'S STANDARD TRACK DOOR

A powerfully constructed, thoroughly insulated Cold Storage Door for Packing Houses, Abattoirs and all plants where overhead rails are in use.

May we send you catalog 10?

**Jamison Cold Storage Door Co.**

Formerly  
Jones Cold Storage Door Co.

Hagerstown, Maryland

U. S. A.

## Cold Storage Insulation

All Kinds of Refrigerator Construction

**JOHN R. LIVEZEY**

Glenwood Avenue  
West of 32nd St.

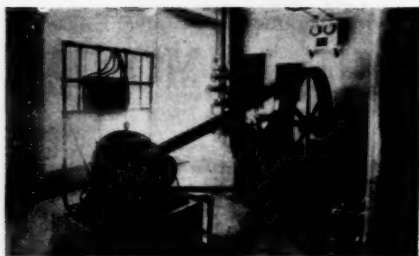
PHILADELPHIA, PA.

## Freezer and Cooler Rooms for the Meat and Provision Trade

Specialists in **CORK INSULATION** Details and Specifications on request

39 Cortlandt St. **Morrow Insulating Co., Inc.** NEW YORK

# TRIUMPH MOTORS



*Let us quote on your present requirements*

**THE TRIUMPH ELECTRIC CO.**  
CINCINNATI, OHIO  
*Builders of Motors since 1892*

## They Drive

Refrigerating machinery for the largest packers, and the smallest butcher shops. Meat cutters, sausage machines, hog hoists, etc.

## They Do It

Efficiently, economically, and with the minimum of attention. Because they are especially designed to meet the severe conditions presented in such plants.



## "No More Ice for Me"

"No, Sir-ee! I'm through buying ice—I'm done for all times with the dirt and muss, the unsanitary condition of my ice box, and the big ice bills, to say nothing of spoilage loss through poor refrigeration.

I never realized that mechanical refrigeration was so simple—so easy to operate—so efficient and economical. I'd never think of using ice again. My saving over the old losses through spoilage and big ice bills has paid for my machine. No more ice for me since I installed the

## BAKER SYSTEM

### Mechanical Refrigeration

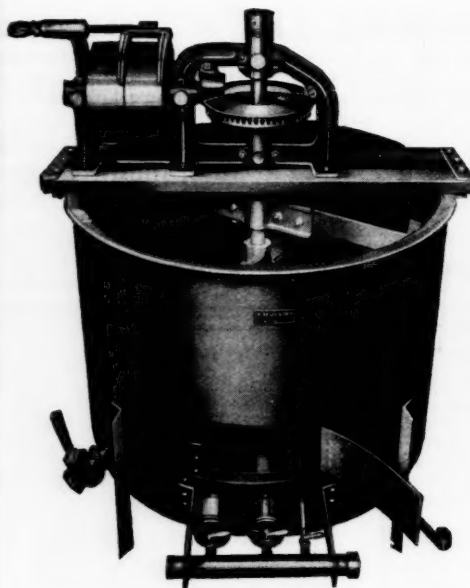
Reliable Temperature  
Cheaper Than Ice  
Easy to Operate  
Lasts a Lifetime

Hundreds of butchers and grocers have discarded ice and installed the Baker System of Mechanical Refrigeration—have become their own "iceless ice man"—have turned losses to profits. There's a Baker System to meet every requirement—from 1 to 50 tons daily refrigerating capacity. Write us about your refrigerating problem—Baker engineers are at your service without obligation.

*Write for Bulletin No. 42-D*

**Baker Ice Machine Co.**  
Omaha, Neb.

Branch Offices in Thirteen Cities



## BRAND'S Agitator Caldron

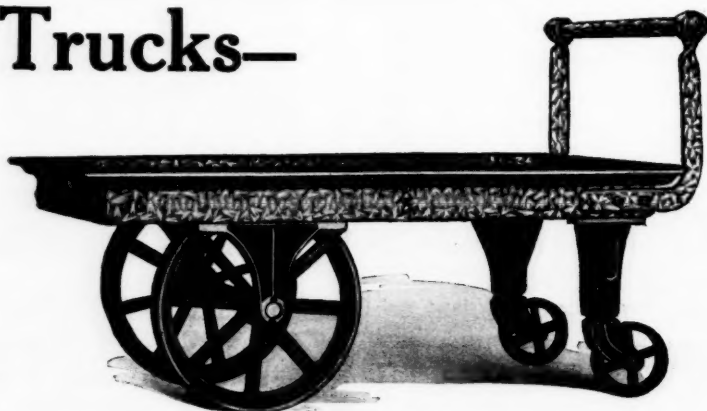
### GAS-FIRED

Agitator Scrapes Bottom and Sides of Kettle While Stirring Lard, Fat or Grease. Saves Its Cost in Labor and Scorched Goods. A Batch May Be Rendered in Three to Four Hours.

MOTOR - OR - BELT - DRIVE

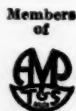
**M. BRAND & SONS**  
Manufacturers  
First Ave. and 49th St.  
NEW YORK

## Trucks—



Flat Market Truck No. 36

*Write for Catalog and Prices*



**Walter J. Richter & Co.**

3907-11 So. Halsted St.

Chicago, Ill.



## FOR PURCHASING DEPARTMENTS

### REFRIGERATED MEAT TRUCKS.

Every packer and meat dealer knows almost instinctively that constant, adequate refrigeration is essential to keep meats, especially fresh meats, and more particularly pork products, in prime condition. Lapses in applied refrigeration, even over a comparatively short span of hours, will start rapid and certain deterioration in meat products.

Although the average housewife may not detect the difference in the roast delivered to her door for dinner, the experienced meat dealer will readily recognize the contrast between meats which have been subjected to summer heat for four or six hours with only tarpaulin

refrigerator bodies built by Anheuser-Busch, Inc., St. Louis, employing the ABC system, automatic brine circulation.

The large single compartment body illustrated in the photograph is mounted on a 5-ton chassis, and is used for transporting fresh pork products, as well as smoked pork products, between Philadelphia and Brooklyn.

Two double compartment bodies having refrigerator compartments in the forward end, and insulated compartments in the rear, are used to supply the trade in the suburbs and some of the towns farther out from Philadelphia within daily trucking distances.

The bodies are reported to be surprisingly economical in operation, a charge of 700 pounds of crushed ice and 110 pounds of salt in the single compartment body, and 450 pounds of ice and 80

### BRANDING MEAT BY NEW METHOD.

A method of branding meat in a new way has been put on the market by the Chemical Paper Company, Washington, D. C., and is being adopted by many packers throughout the country. The trade mark or design, with or without wording, is printed by this process on what appears to be glassine paper, but is in fact paper made of pure-food gelatine. The use of this kind of paper makes possible the printing by this method, for when this paper is placed on a ham or side of bacon it dissolves very quickly, and leaves the imprint in clear colors on the meat.

It is important that gelatine from which the paper is made be pure. All requirements have been met in this matter, and this method has been approved by the U. S. Bureau of Animal Industry. The gelatine is of a special kind known as Utiloid, which is manufactured by a complicated process into large sheets which have every appearance of paper, and yet retain their pure-food quality.

### "BOSS" EQUIPMENT SATISFACTORY.

The Figge & Hutwelker Co., 621-635 West 40th street, New York City, have started their new packing plant equipped with 21 feet "Boss" U dehairer, "Boss" double senior hog hoist, "Boss" geared friction hoist, "Boss" automatic hog dropers, "Boss" combination black gut hasher and washer, etc. They have written the "Boss" firm, the Cincinnati Butchers' Supply Co., Cincinnati, Ohio, as follows:

"March 10, 1922.

"Cincinnati Butcher Supply Co.,

"Cincinnati, Ohio.

"Gentlemen: We herewith wish to state that all machinery installed by you is operating satisfactorily.

"Yours respectfully,

"FIGGE & HUTWELKER CO.,

(Signed) "Edward Figge."

### REMINDER OF STEDMAN PRODUCTS.

A good use for calendars is in salesmanship, whether it is realized or not. Certainly Stedman's Foundry & Machine Works of Aurora, Ind., have a very practical salesman in a recent calendar which they have issued. This calendar calls attention to Stedman products—machinery for grinding, mixing, crushing, pulverizing and screening, which have been made and sold ever since 1834. And it is also a reminder of the fact that they are designers of fertilizer and chemical machinery and large special castings. These bits of information for packinghouse operators and executives are brought to daily attention by the calendars.



PACKER'S FIVE-TON DELIVERY TRUCK EQUIPPED WITH REFRIGERATOR BODY.

protection, and those which have been under constant refrigeration since leaving the chilling room.

These facts in themselves are potent arguments in favor of transit refrigeration. Nevertheless, another factor remains which, strangely enough, has been overlooked and neglected in almost every instance, namely, favorable public sentiment, which can only be aroused by active publicity.

True, some efforts to arouse public interest have been made in the last few years, as witness the full-page advertisements by the larger packers in newspapers and fiction periodicals, calling attention to the indispensable service rendered by the railway refrigerator car. Great strides can and will still be taken in this direction, and to date the publicity value inherent in vehicular refrigerators is virtually untouched.

A particularly advantageous feature of the refrigerator motor truck is that it needs no newspaper page to herald it; the truck itself is more effective from the publicity viewpoint than the most favorably placed billboard. It is driven and parked directly in front of the particular trade whom the advertising is intended to reach.

With an aim toward convincing dealers and the public that their quality products receive the utmost attention both in preparation and in handling, John J. Felin & Co., Inc., Philadelphia pork packers, have recently added to their delivery fleet three 5-ton trucks equipped with

pounds of salt in each of the double compartment bodies being sufficient to maintain an average temperature of 35 degrees for 24 hours in the warmest weather. Temperatures can be lowered, if desired, by increasing the percentage of salt in the charge.

All of the bodies are solidly constructed, with heavy bronze-pin hinges and special door locks. Drip troughs and baffles are provided under the tank and pipes to prevent the frosted condensation which gathers on the pipes from dripping upon and contaminating the loads. The double compartment bodies are equipped with double doors on each side of the refrigerated compartments, and double doors in the rear. Heavy drop end gates are also supplied with these bodies.

John J. Felin & Co. are confident that their dealers will appreciate the service rendered by these units, and that the public will also be interested in a delivery service which assures the delivery of absolutely fresh meats in the warmest summer weather.

### WATER-COOLING SMALL MACHINES.

Binks Spray Equipment Co., 3114-26 Carroll avenue, Chicago, have ready for distribution a short bulletin, No. 4-C, illustrating and describing the Binks spray tower, a water-cooling device suitable for small ice machines, oil engines, water-cooled electrical transformers and other apparatus requiring the cooling of small quantities of circulating water. Towers are furnished in capacities of from 10 to 60 G.P.M.

HIGHEST QUALITY—LOWEST PRICE

**INK**  
**MEAT BRANDING**  
**INK**

HAY INK MFG. CO.  
826-13th. St. Washington, D.C.

# Chicago Section

Charles Adams of Jacob E. Decker & Sons, Mason City, Ia., has been in Chicago this week.

Howard R. Smith of Baltimore, Md., vice-president of the Institute of American Meat Packers, was in Chicago this week.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 31,961 cattle, 58,547 hogs, and 37,240 sheep.

Earl Williams, superintendent of the Morton-Gregson Packing Company, Nebraska City, Nebr., accompanied by his wife, has been paying a visit in Chicago with relatives.

Swift & Company's sales of carcass beef in Chicago for the week ending Saturday, March 18, 1922, for shipment sold out, ranged from 8.00 to 16.00 cents per pound; average 11.71 cents per pound.

L. H. Guthery, president of the Marion Packing Co., Marion, O., one of President Warren G. Harding's neighbors and a tip-top pork packer, was in Chicago for a short visit during the last week.

Percy W. Persels, one of the old timers in the provision pit during the National Packing Co. days and now cashier of the Bank of Miami, Miami, Ariz., has the sympathy of his friends in the loss of his wife.

W. H. Gehrman, president of the Kohrs Packing Co., Davenport, Ia., and chairman of the committee on eradication of livestock diseases of the Institute of American Meat Packers, was in Chicago this week. Frank Kohrs, vice-president of the company, was also in the city.

Thomas E. Wilson, president of Wilson & Co., is spending his vacation at his New Mexico mountain ranch where he went after attending the convention of the Texas and Southwestern Cattle Raisers' Association at Fort Worth, at which he was one of the principal speakers.

S. R. Tomkins, famous in the trade for many years as "Tankage" Tomkins, has recently returned from wintering in California, having purchased a country estate at Point Loma where he is next-door neighbor of Lyman J. Gage. Though making California his winter residence, Mr. Tomkins will stay on the job as the real authority of the tankage trade.

G. T. Hopkins, who for many years has been in charge of the mechanical department of one of the large packinghouses in Chicago, has been made general superintendent of the Mechanical Manufacturing Company and will prove a valuable co-operator for General Manager H. C. Huggins. Mr. Hopkins is well known as an expert in all branches of packinghouse mechanics.

Provision shipments from Chicago for the week ending Saturday, March 18, 1922, were as follows:

	Last week.	Previous week.	Last year.
Cured meats	12,175,000	13,142,000	18,821,000
Lard	8,012,000	4,551,000	12,513,000
Fresh meats	26,569,000	27,211,000	31,115,000
Pork	5,401	6,491	9,880
Canned meats	12,175	9,521	32,139

Receipts for the week: Cured meats, 716,000 lbs.; lards, 2,409,000 lbs.; fresh meats, 7,957,000 lbs.; pork, 200 bbls.

Insurance placed in Chicago last week by the Citizens' Committee to Enforce the Landis Award in its fight to clean up Chicago building conditions brought the total amount up to \$28,000,000, an indication of the magnitude of the committee's activities. This huge insurance policy protected 505 construction jobs of every possible description, from skyscrapers and apartment hotels down to cottages and small plumbing repairs, where Landis award men are being used in the ten trades which are being operated on the "open shop" plan by the committee because of obstructionist tactics by labor leaders in these trades. To carry on this work, the committee has placed in the ten trades 5,594 "open shop" craftsmen who are working side by side with union mechanics in the twenty-two other Chicago building trades unions which have lived up to their Landis award contracts.

The failure to use the designation "North" or "South," "East" or "West," as may be required, when addressing mail to the residents of Chicago, seriously slows up the distribution and delivery of local mail. These designations are just as necessary as the name of the street or the number of the house, for the failure to use them frequently involves a delay of from twelve to twenty-four hours, according to Postmaster Arthur C. Lueder. For instance, if John Jones lives at 1100 South Wood street, and the writer fails to indicate that it is "south," the letter would be sent north first, because experience teaches that a greater number of such letters can be delivered north, and it would go through every process of delivery, right to the carrier himself, who is the only one who would know whether John Jones lives at that number or whether there is such a number. He would mark the envelope "Not north," or "No such number north," and the process would then be reversed and the mail returned to the Main Post Office and sent southwest to Douglas Park Station, and be delivered at 1100 South Wood street, twelve or twenty-four hours late. Thousands of letters of this kind are re-handled and delayed in this manner every day.

## P. D. ARMOUR LOSES DAUGHTER.

P. D. Armour III, vice-president and director of Armour and Company, has suffered a deep loss in the death of his six-year-old daughter, Gwendolyn, despite the efforts of ten physicians and four nurses. Death was caused by septicaemia, following a throat infection which attacked the little girl about a week ago. Gwendolyn was the elder of the two Armour children, the younger of whom, Philip D. Armour IV, who is three years old, was taken with the same illness but has recovered. The packing industry will extend its sympathy to Mr. Armour in his present bereavement.

## CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, March 23, 1922, are reported to The National Provisioner as follows:

Armour & Co.	9,600
Anglo-American Provision Co.	6,200
Swift & Co.	8,300
G. H. Hammond & Co.	4,600
Morris & Co.	9,200
Wilson & Co.	8,600
Boyd-Lunham & Co.	5,200
Western Pkg. & Prov. Co.	12,800
Roberts & Oake	4,700
Miller & Hart	4,500
Independent Packing Co.	5,300
Brennan Packing Co.	6,300
Wm. Davies Co.	300
Others	8,500

Total ..... 83,800

## THE STADLER ENGINEERING CO.

Architects and Engineers

We Specialize in Packing Plant Construction  
Cold Storage and Garbage Reduction Plants  
520 Exchange Ave. CHICAGO U.S. Yards

## C. W. Riley, Jr. BROKER

2109 Union Central Bldg., Cincinnati, Ohio  
Provisions, Oils, Greases & Tallow  
Offerings Solicited

H. P. Henschien R. J. McLaren

## HENSCHIE & McLAREN

Architects  
1637 Prairie Ave. Chicago, Ill.  
PACKING PLANTS AND COLD STORAGE  
CONSTRUCTION

## M. P. BURT & COMPANY

Engineers & Architects  
Packinghouse and Cold Storage Designing—  
Consultation on Power and Operating Costs,  
Curing, etc. You Profit by Our 25 Years' Experience. Lower Construction Cost. Higher Efficiency.  
206-7 Falls Bldg., MEMPHIS, TENN.

Fred J. Anders Chas. H. Reimers

## Anders & Reimers

ARCHITECTS  
ENGINEERS  
314 Erie Bldg. Packing House  
Cleveland, O. Specialists

## H. C. GARDNER F. A. LINDBERG GARDNER & LINDBERG ENGINEERS

Mechanical, Electrical, Architectural  
SPECIALTIES: Packing Plants, Cold Storage,  
Manufacturing Plants, Power Installations, Investigations  
1134 Marquette Bldg. CHICAGO

## PACKERS ARCHITECTURAL & ENGINEERING CO.

WILLIAM H. KNEHANS, Chief Engineer

ABATTOIR PACKING AND COLD STORAGE PLANTS  
Manhattan Building, Chicago, Ill. Cable Address, Pacarco

## Frank D. Chase, Inc.

Architects & Engineers

Layout and design of  
economical and efficient  
packing and cold  
storage plants

645 N. Michigan Ave. CHICAGO



**DETROIT MEAT COUNCIL MEETS.**

(Continued from page 22.)

The United Master Butchers Association of Chicago, at its next meeting, conducted demonstrations and gave selling advice bearing on the cut chosen. Appropriate committees of the meat council issued news statements calling attention to the fact that this cut could be obtained at relatively low prices and was on the market in abundance. Streamers and recipe cards featuring the cut chosen were distributed to the retailers. The natural result was that the cut moved. The same plan was tried during the sausage campaign. Now that the sausage campaign has closed, there is no doubt that the Meat Council of Chicago will again apply this same system to cuts of beef, pork and lamb.

**A National Poster Service.**

"Moreover, this plan for getting into trade channels cuts which happen to be moving slowly at a given time has been worked out on a national scale. A service consisting of a large, beautiful colored poster every fortnight is now offered to dealers by the National Association of Meat Councils through the local councils. Specimen posters and other information concerning the service can be obtained from the secretary of the local meat council. Dealers in cities where no meat councils have been established may obtain full information by applying directly to the National Association of Meat Councils, 22 West Monroe street, Chicago."

Mr. Woods told in detail of the work done by various meat councils, and of the different results achieved. His address was followed by that of Joseph F. Seng, national president of the United Master Butchers of America.

President Seng endorsed the principal points made by the foregoing speaker. He was particularly emphatic in speaking of the plans for developing model systems of simple cost accounts and for conducting the merchandising study. He said:

"This plan is the grandest thing for the meat business of which I ever heard. I will guarantee to you that the system developed will be the best the world ever saw. I know because I was at the meeting when plans were laid and the program formulated.

"It is the purpose of the National Association of Meat Councils to promote better merchandising and better accounts. Dealers should know their costs. If you don't know how much you are making, you had better stay at home. If there are any here who are not keeping books, they would do well to turn over a new leaf. Uncle Sam is coming down some day and say, 'How about your income tax?' I have seen a half dozen retailers called on the carpet to explain why they have not been able to set forth in a business-like way the basis of their income tax."

Mr. Seng talked straight from the shoulder on every topic he discussed. His remarks were well received and vigorously applauded. He paid fine tribute to the work of the meat councils.

**Salesman or Order Taker?**

"The efforts initiated by the meat councils," he said, "will show you whether you are a salesman or merely an order taker. Sell the cuts which are selected to be featured. Your salesmanship is demonstrated in selling the so-called 'rough meats' in balancing your sales and selling all parts of the carcass. I have a market for which during 25 years I bought only hindquarters, ribs and loins. Now I buy straight cattle

there. It is absolutely necessary to sell all of the meat animals. When the packer buys the whole 'critter' he must sell the whole 'critter.' Get back of the counter and push every cut.

"Great waste occurs whenever any retailer does not know his business. Government officials told me they found some dealers throwing ham shanks into the waste can and carrying on other practices which caused absolute waste. It is little short of a crime to do this, since it raises the price to the consumer."

Mr. Seng impressed on his audience the importance and constructive value of the retail associations. He said:

"There isn't a better field of education for the young man in business than in going to the meetings of your association and reading the trade papers. We need more retail meat dealers who know their business thoroughly. It is this type of dealer who equalizes his sales of meat from the horn to the tail and from the back to the hoof.

**Educate Your Customers.**

"Gradually educate your customers. Give them nothing you would not want to eat yourself. Be particular. Be clean. Be neat. Be gentlemen first and business men next. Treat your customers as you would be treated. We should base our practices and arguments on facts, common sense and the golden rule. This applies both to the retailers and packers' salesmen.

"Render service to your customers and give them what they want. But by all means be truthful and honest. Fraudulent advertising is one of the meanest, nastiest things a man can do. The dealer who represents something falsely hurts the honest, reputable retailers who make up the overwhelming majority of the trade.

"The meat councils are an achievement in that they benefit everyone—the man who produces the meat, the man who dresses it, the man who sells it and the woman who buys it. In order for the retailers to co-operate with the maximum effectiveness and in order for them to receive the maximum benefits from such co-operation, they should have a vigorous retail association. Honesty, sincerity, uprightness, fairness to everybody, including

yourself, elimination of fraudulent advertising, selling meats by the standard of costs and quality—these should be among the aims of every retail meat dealer."

Mr. Seng stated that the retailer had been abused unjustly in the public press and in effect had been tried and found not guilty. The speaker was referring to the modest figure given by the United States Bureau of Markets as the retailer's average gross margin. Mr. Seng's remarks were interrupted frequently by applause from the audience of hundreds of progressive retailers.

**To Increase Meat Consumption.**

The retailers' president also read the following recommendations transmitted by John T. Russell, president of the Meat Council of Chicago, who had been invited to be on the program, but who remained in Washington to assist a committee which is co-operating with the joint committee on agricultural inquiry:

**Ways, Means and Recommendations to Create Greater Purchasing Power of the Consumer—**

1. More employment.
2. Reduction in rents.
3. Reasonable reduction in wages. The reduction should not be such as to prevent the people from living as American citizens.
4. Restrict extravagance and costly entertainments.
5. The consumer must be educated to a diversified diet and to eat the surplus cuts of meats, so that the carcass can be balanced.
6. Propaganda of a truthful nature should be given to the press and other agencies; such propaganda that will encourage the eating of more meat. The meat councils and master butcher associations have started work along this line.
7. It is harmful to the trade for misinformed people to pass judgment on the meat business and rush into print, disgusting the consumer and casting an odium of suspicion on all meat dealers.
8. Eliminate false advertising by the unfair retailer.
9. Supply, demand and competition will regulate the price.
10. Standardization of all wholesale meat cuts.
11. More careful handling should be given to livestock in car-loading, in transit and at stockyards.
12. Overloading of cars and use of cars without proper partitions for mixed loads of livestock should not occur.
13. This precaution will help greatly to prevent bruised carcasses, which amounts to millions of pounds annually.
14. The loss is large at slaughter houses, as it is necessary to trim off all surface bruises and use this meat for inedible purposes; in some cases the carcass is condemned.
15. The retailer is also a heavy loser as the internal and tissue bruises can not be seen or detected until the carcass is cut up in the retail market.

United Master Butchers Association of America.

The whole mass meeting was very efficiently conducted. John Petz, president of the Meat Council of Detroit, called it to order in impressive fashion. The names of the council members were read by E. J. La Rose, treasurer of the Meat Council, so that all might hear. Addresses were made by W. P. Bradley of Detroit and Emil Schwartz, president of the Detroit Master Butchers Association. Mr. Swartz outlined the work of the retailers' association, urging those who were not members to affiliate with it, explaining briefly its purposes and its dues.

**Pittsburgh Next!**

Encouraged by the success of the Meat Council plan and the "eat-more-meat" campaigns in several cities, Pittsburgh is to try it. During the past week the western Pennsylvania metropolis has been flooded by advertising announcing a "Big Mass Meeting of Retailers and Packers" for Monday evening, March 27, in the main auditorium of the Chamber of Commerce, for the purpose of organizing a Meat Council.

The committee in charge includes George Myers of the Fried & Reine-man Co., R. W. Hogan of Swift & Co., D. E. Durbin, retailer, and C. C. Bradley, business agent of the Retail Meat Dealers' Association of Allegheny County.

Speakers will include John T. Russell of Chicago, president of the Chicago Meat Council and a leading master butcher, and W. W. Woods, secretary of the National Association of Meat Councils.



## CHICAGO PROVISION MARKET

Range of Prices.				
SATURDAY, MARCH 18, 1922.				
	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
May	11.45	11.45	11.15	11.15
LARD—(Per 100 lbs.)—				
May	11.45	11.45	11.15	11.15
July	11.40	11.40	11.35	11.37½
Sept.	11.40	11.40	11.35	11.37½
RIHS—(Boxed 25c more than loose)—				
May	10.80	10.80	10.80	10.80
July	10.30	10.30	10.30	10.30

MONDAY, MARCH 20, 1922.				
	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
May	11.45	11.45	11.15	11.15
LARD—(Per 100 lbs.)—				
May	11.45	11.45	11.15	11.15
July	11.40	11.40	11.35	11.37½
Sept.	11.40	11.40	11.35	11.37½
RIHS—(Boxed 25c more than loose)—				
May	10.70	10.80	10.70	10.80
July	10.25	10.27½	10.25	10.27½

TUESDAY, MARCH 21, 1922.				
	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
May	11.45	11.45	11.15	11.15
LARD—(Per 100 lbs.)—				
May	11.45	11.45	11.15	11.15
July	11.40	11.40	11.35	11.37½
Sept.	11.40	11.40	11.35	11.37½
RIHS—(Boxed 25c more than loose)—				
May	10.70	10.80	10.70	10.80
July	10.25	10.27½	10.25	10.27½

WEDNESDAY, MARCH 22, 1922.				
	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
May	11.45	11.45	11.15	11.15
LARD—(Per 100 lbs.)—				
May	11.45	11.45	11.15	11.15
July	11.40	11.40	11.35	11.37½
Sept.	11.40	11.40	11.35	11.37½
RIHS—(Boxed 25c more than loose)—				
May	10.70	10.80	10.70	10.80
July	10.25	10.27½	10.25	10.27½

THURSDAY, MARCH 23, 1922.				
	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
May	11.45	11.45	11.15	11.15
LARD—(Per 100 lbs.)—				
May	11.45	11.45	11.15	11.15
July	11.40	11.40	11.35	11.37½
Sept.	11.40	11.40	11.35	11.37½
RIHS—(Boxed 25c more than loose)—				
May	10.70	10.80	10.70	10.80
July	10.25	10.27½	10.25	10.27½

FRIDAY, MARCH 24, 1922.				
	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
May	11.45	11.45	11.15	11.15
LARD—(Per 100 lbs.)—				
May	11.45	11.45	11.15	11.15
July	11.40	11.40	11.35	11.37½
Sept.	11.40	11.40	11.35	11.37½
RIHS—(Boxed 25c more than loose)—				
May	10.70	10.80	10.70	10.80
July	10.25	10.27½	10.25	10.27½

## CHICAGO LIVESTOCK.

RECEIPTS.				
	Cattle.	Calves.	Hogs.	Sheep.
Monday, March 13...	24,517	3,006	56,858	17,683
Tuesday, March 14...	12,181	6,006	23,251	16,326
Wednesday, Mar. 15...	10,525	2,375	18,468	9,536
Thursday, March 16...	9,228	5,859	22,600	11,443
Friday, March 17...	3,428	839	22,757	7,147
Saturday, March 18...	500	100	6,000	6,000

SHIPMENTS.				
	Cattle.	Calves.	Hogs.	Sheep.
Monday, March 13...	5,624	944	11,938	4,523
Tuesday, March 14...	3,466	153	4,446	2,317
Wednesday, Mar. 15...	4,669	103	5,180	3,723
Thursday, March 16...	3,973	292	4,200	6,039
Friday, March 17...	3,343	108	4,249	3,385
Saturday, March 18...	200	...	1,500	...

Total receipts at Chicago for year to March 18 and corresponding period of 1921.				
	1922.	1921.	1922.	1921.
Cattle	620,459	621,353		
Calves	171,085	165,007		
Hogs	2,010,393	2,217,055		
Sheep	817,893	1,003,145		

Total receipts at eleven markets.				
	Week.	Year to date.	Week.	Year to date.
Week ending March 18...	490,000	6,006,000		
Previous week	557,000			
Cor. week, 1921...	493,000	7,703,000		
Cor. week, 1920...	624,000	7,753,000		
Cor. week, 1919...	610,000	9,072,000		
Cor. week, 1918...	802,000	8,587,000		
Cor. week, 1917...	390,000	7,896,000		
Cor. week, 1916...	540,000	8,003,000		
Cor. week, 1915...	489,000	7,799,000		
Cor. week, 1914...	424,000	6,173,000		

Combined receipts at seven points for week ending March 18, 1922, with comparisons:				
	Cattle.	Hogs.	Sheep.	
Week ending March 18...	179,000	387,000	170,000	
Previous week	172,000	406,000	172,000	
1921	180,000	395,000	226,000	
1920	182,000	610,000	9,072,000	
1919	175,000	508,000	171,000	
1918	232,000	689,000	163,000	
1917	121,000	334,000	176,000	
1916	132,000	458,000	155,000	
1915	109,000	397,000	193,000	
1914	112,000	300,000	256,000	

*Threatened railroad strike curtailed receipts at all markets.				
Combined receipts at seven markets for year to March 18, 1922, with comparisons:				
	Cattle.	Hogs.	Sheep.	
1922	1,867,000	5,565,000	2,044,000	
1921	1,850,000	6,100,000	2,413,000	
1920	2,185,000	6,311,000	2,696,000	
1919	2,471,000	7,627,000	2,109,000	
1918	2,422,000	6,958,000	2,081,000	
1917	1,987,000	5,740,000	2,390,000	
1916	1,744,000	5,778,000	2,316,000	
1915	1,434,000	5,846,000	2,419,000	

Chicago packers' hog slaughter for week ending March 18, 1922:	
Armour & Co.	12,500
Swift & Co.	7,100
Anglo-American	16,100
Hammond Co.	8,200
Morris & Co.	12,500
Wilson & Co.	11,600
Boyd-Lunham	5,500
Western Packing Co.	13,700
Roberts & Oake	6,000
Miller & Hart	5,200
Independent Packing Co.	6,300
Brennan Packing Co.	6,500
Wm. Davies Co.	1,100
Others	15,100

Total	
Previous week	127,500
Year ago	121,800
Two years ago	103,400
Three years ago	125,000
Four years ago	123,400

## WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ending March 18...	\$ 7.95	\$10.25	\$ 8.35	\$11.40
Previous week	8.30	11.00	8.10	15.00
Year ago	9.10	10.00	5.75	9.50
Cor. week, 1920...	12.90	15.00	13.15	18.40
Cor. week, 1919...	16.10	19.50	14.50	19.60
Cor. week, 1918...	13.00	17.40	13.90	17.70
Cor. week, 1917...	11.50	15.00	12.10	13.75
Cor. week, 1916...	8.85	9.65	8.10	11.30
Cor. week, 1915...	7.65	6.70	7.40	9.50
Cor. week, 1914...	8.35	8.70	6.10	7.85
Cor. week, 1913...	8.15	9.20	6.25	8.35
Cor. week, 1912...	7.30	7.71	5.70	7.75
Cor. week, 1911...	6.15	6.68	4.80	6.00
Average 1911-1921...	\$ 9.90	\$11.40	\$ 8.85	\$11.80

CATTLE.	
Prime steers	\$ 8.50@9.00
Good to choice steers	7.00@8.50
Feeding steers	4.75@6.15
Heifers	6.00@8.00
Yearlings, fair to choice	8.50@9.25
Plain to good steers	5.00@6.70
Fair to choice cows	4.00@6.50
Canners	2.25@3.35
Cutters	3.25@4.00
Bologna bulls	3.25@4.30
Good to fancy calves	6.00@9.75

HOGS.	
Choice light butchers	\$10.00@10.35
Medium weight butchers	9.85@10.25
Fair to fancy light	9.00@10.40
Heavy butchers	9.50@10.00
Heavy packing	9.00@9.60
Rough packing	8.75@9.40
Pigs	8.00@9.75

SHEEP.	
Good to choice lambs	\$13.00@15.75
Feeding lambs	11.00@13.25
Clipped lambs	12.00@13.00
Yearlings	11.75@14.00
Wethers	9.00@11.25
Ewes	6.75@9.75

## CHICAGO RETAIL FRESH MEATS

(Corrected weekly by C. W. Kaiser, Sec'y, United Master Butchers' Ass'n of Chicago.)

Beef.			
	No. 1.	No. 2.	No. 3.
Rib roast, heavy end...	30	25	17
Rib roast, light end...	32	28	19
Chucks roast	20	15	10
Steaks, round	30	25	20
Steaks, sirloin, first cut	42	35	25
Steaks, porterhouse	50	42	28
Steaks, flank	30	25	13
Beef stew, chuck	18	15	12
Corned briskets, boneless	20	18	10
Corned plates	12	10	10
Corned rumps, boneless	25	22	21

Lamb.		
	Good.	Com.
Hindquarters	42	35
Legs	45	38
Stews	20	15
Chops, shoulder	30	25
Chops, rib and loin	50	40

Mutton.		
Legs	22	15
Stew	15	10
Chops, rib and loin	35	25

Pork.		
Loins, whole, 8@10 avg.		@26
Loins, whole, 10@12 avg.		@23
Loins, whole, 14 and over		@30
Chops		@19
Shoulders		@22
Butts		@15
Spare ribs		@15
Hocks		@15
Leaf lard, unrendered		@10

Veal.		
Hindquarters	25	@30
Forequarters	15	@20
Legs	28	@35
Breasts	16	@20
Shoulders		@25
Cutlets		@45
Rib and loin chops		@38

Butchers' Offal.		
Suet		@ 14
Shop fat		@ 14
Bones, per 100 lbs.		@ 12
Calf skins		@ 12
Kips		@ 10
Deacons		@ 12

## DRYERS AND CONTINUOUS PRESSES



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Recleaned Whole and Ground Spices for Meat Packers

CHICAGO, ILLINOIS

## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

	Week ending March 25,	Cor. week, 1921.
Prime native steers.....	15 @16	17 @20
Good native steers.....	14 @15	16 @17
Medium steers.....	11 @14	15 @16
Hefers, good.....	10 @14	13 @16
Cows.....	8 @11	11 @15
Hind quarters, choice.....	21 @21	22 @26
Fore quarters, choice.....	10 @10	13 @13

## Beef Cuts.

Steer Loins, No. 1.....	30 @30	35 @35
Steer Loins, No. 2.....	28 @28	32 @32
Steer Short Loins, No. 1.....	29 @29	42 @42
Steer Short Loins, No. 2.....	28 @28	40 @40
Steer Loin Ends (hips).....	22 @22	28 @28
Steer Loin Ends, No. 2.....	21 @21	26 @26
Cow Loins.....	17 @17	20 @20
Cow Short Loins.....	18 @18	23 @23
Cow Loin Ends (hips).....	10 @10	15 @15
Steer Ribs, No. 1.....	22 @22	26 @26
Steer Ribs, No. 2.....	20 @20	24 @24
Cow Ribs, No. 1.....	17 @17	20 @20
Cow Ribs, No. 2.....	15 @15	18 @18
Cow Ribs, No. 3.....	10 @10	13 @13
Steer Rounds, No. 1.....	14 @14	17 @17
Steer Rounds, No. 2.....	13 @13	16 @16
Steer Chucks, No. 1.....	13 @13	16 @16
Steer Chucks, No. 2.....	12 @12	15 @15
Cow Rounds.....	11 1/2 @11 1/2	13 @13
Cow Chucks.....	8 @8	9 @9
Steer Plates.....	4 @4	5 @5
Medium Plates.....	4 @4	5 1/2 @5 1/2
Briskets, No. 1.....	16 @16	18 @18
Briskets, No. 2.....	12 @12	15 @15
Steer Navel Ends.....	5 @5	8 @8
Cow Navel Ends.....	4 @4	5 1/2 @5 1/2
Fore Shanks.....	4 @4	4 1/2 @4 1/2
Hind Shanks.....	4 @4	4 @4
Rolls.....	18 @18	19 @19
Strip Loins, No. 1, boneless.....	45 @45	50 @50
Strip Loins, No. 2.....	40 @40	45 @45
Strip Loins, No. 3.....	35 @35	40 @40
Sirloin Butts, No. 1.....	25 @25	30 @30
Sirloin Butts, No. 2.....	20 @20	25 @25
Sirloin Butts, No. 3.....	15 @15	20 @20
Beef Tenderloins, No. 1.....	70 @70	75 @75
Beef Tenderloins, No. 2.....	60 @60	65 @65
Rump Butts.....	17 @17	20 @20
Flank Steaks.....	20 @20	25 @25
Boneless Chunks.....	10 @10	12 1/2 @12 1/2
Shoulder Clods.....	15 @15	18 @18
Hanging Tenderloins.....	8 @8	14 @14
Trimnings.....	8 @8	8 @8

## Beef Product.

Brains, per lb.....	10 @10	8 @8
Hearts.....	4 @4	6 @6
Tongues.....	25 @25	30 @30
Sweetbreads.....	35 @35	34 @34
Ox-Tail, per lb.....	7 @7	8 @8
Fresh Tripe, plain.....	4 @4	6 1/2 @6 1/2
Fresh Tripe, H. C.....	4 @4	5 1/2 @5 1/2
Livers.....	8 1/2 @8 1/2	10 @10
Kidneys, per lb.....	8 @8	11 @11

## Veal.

Choice Carcass.....	15 @15 1/2	20 @20
Good Carcass.....	10 @10	13 @13
Good Saddle.....	22 @22	28 @28
Good Backs.....	10 @10	14 @14
Medium Backs.....	8 @8	10 @10

## Veal Product.

Brains, each.....	10 @11	8 @10
Sweetbreads.....	44 @48	43 @40
Calf Livers.....	38 @40	38 @42

## Lamb.

Choice Lambs.....	29 @30	22 @22
Medium Lambs.....	27 @28	20 @20
Choice Saddle.....	31 @32	24 @24
Medium Saddle.....	29 @30	22 @22
Choice Fores.....	24 @24	14 @14
Medium Fores.....	23 @23	12 @12
Lamb Fries, per lb.....	22 @24	26 @26
Lamb Tongues, each.....	18 @18	25 @25
Lamb Kidneys, per.....	25 @25	28 @28

## Mutton.

Heavy Sheep.....	21 @21	13 @13
Light Sheep.....	20 @20	14 1/2 @14 1/2
Heavy Saddle.....	20 @20	16 @16
Light Saddle.....	20 @20	16 @16
Heavy Fores.....	20 @20	10 @10
Light Fores.....	20 @20	10 @10
Mutton Legs.....	27 @27	24 @24
Mutton Loins.....	22 @22	15 @15
Mutton Steaks.....	10 @10	7 @7
Sheep Tongues, each.....	18 @18	18 @18
Sheep Heads, each.....	10 @10	12 @12

## Fresh Pork, Etc.

Dressed Hogs.....	12 1/2 @12 1/2	14 @14
Pork Loins.....	20 @20	28 @28
Leaf Lard.....	12 @12	12 1/2 @12 1/2
Tenderloin.....	57 @57	67 @67
Spare Ribs.....	11 @11	15 @15
Butts.....	19 @19	19 @19
Hocks.....	13 1/2 @13 1/2	13 @13
Trimnings.....	11 @11	12 @12
Extra lean trimmings.....	12 @12	16 1/2 @16 1/2
Tails.....	9 @9	10 @10
Snouts.....	4 @4	4 1/2 @4 1/2
Pigs' Feet.....	5 @5	4 @4
Pigs' Heads.....	7 @7	9 @9
Blade Bones.....	9 @9	12 @12
Blade Meat.....	11 1/2 @11 1/2	16 @16
Cheek Meat.....	7 1/2 @7 1/2	6 1/2 @6 1/2
Hog Livers, per lb.....	5 1/2 @5 1/2	4 @4
Neck Bones.....	3 1/2 @3 1/2	4 @4
Skinned Shoulders.....	15 @15	16 @16
Pork Hearts.....	8 @8	10 @10
Pork Kidneys, per lb.....	6 @6	6 @6
Pork Tongues.....	15 @15	14 @14
Slip Bones.....	9 @9	9 @9
Tail Bones.....	8 @8	10 @10
Brains.....	5 @5	12 @12
Back fat.....	11 @11	12 1/2 @12 1/2
Hams.....	24 @24	25 @25
Calas.....	14 @14	14 @14
Bellies.....	24 @24	19 @19

## SAUSAGE.

Columbia, Cloth, Bologna.....	13 1/2 @13 1/2
Bologna, large, long, round, in casings.....	15 @15
Choice Bologna.....	20 @20
Frankfurters.....	13 @13
Liver Sausage, round.....	18 @18
Tongue and blood sausage, with pork.....	14 1/2 @14 1/2
New England Style Sandwich Sausage.....	17 @17
Prepared Luncheon Sausage.....	16 1/2 @16 1/2
Liberty Luncheon Sausage (Berliner).....	32 @32
Oxford Lean Butts.....	15 1/2 @15 1/2
Polish Sausage.....	14 @14
Garlic Sausage.....	13 1/2 @13 1/2
Country Smoked Sausage.....	17 @17
Country Fresh Sausage.....	16 @16
Pork Sausage, bulk.....	14 @14
Pork Sausage, short link.....	14 @14
Luncheon Roll.....	14 @14
Delicatessen Loaf.....	14 @14
Ox Tongues, jellied.....	38 @38
Macaroni and Cheese, Loaf.....	42 @42
Loin Roll, cooked.....	42 @42

## Summer Sausage.

D'Arles, new goods.....	38 @38
Beef Casings Salami.....	37 @37
Italian Salami (new goods).....	39 @39
Capri.....	31 @31
Holsteiner.....	22 @22
Pepporini, long links.....	30 @30
Farmer.....	21 @21

## Sausage in Brine.

Bologna, kits.....	1.45 @1.45
Bologna, 1/2 @ 1/2.....	1.85 @1.85
Pork, link, kits.....	1.77 @1.77
Pork, link, 1/2 @ 1/2.....	2.30 @2.30
Polish Sausage, kits.....	1.70 @1.70
Polish Sausage, 1/2 @ 1/2.....	2.25 @2.25
Frankfurters, kits.....	1.00 @1.00
Frankfurters, 1/2 @ 1/2.....	2.00 @2.00
Blood Sausage, kits.....	1.60 @1.60
Blood Sausage, 1/2 @ 1/2.....	2.10 @2.10
Liver Sausage, kits.....	1.45 @1.45
Liver Sausage, 1/2 @ 1/2.....	1.85 @1.85
Head Cheese, kits.....	1.55 @1.55
Head Cheese, 1/2 @ 1/2.....	2.20 @2.20

## VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 200-lb. barrels.....	18.25 @18.25
Pickled Plain Tripe, in 200-lb. barrels.....	12.00 @12.00
Regular H. C. Tripe, in 200-lb. barrels.....	18.00 @18.00
Pocket H. C. Tripe, in 200-lb. barrels.....	19.00 @19.00
Pickled hog chitterlings, uncoked, bbls.....	17.00 @17.00
Pickled hog chitterlings, cooked, bbls.....	24.00 @24.00
Sheep Tongues, short cut, barrels.....	41.00 @41.00
Sheep Tongues, long cut, barrels.....	38.00 @38.00
Pork Tongues, barrels.....	52.00 @52.00

## CANNED MEATS.

	No. 1/2.	No. 1.	No. 2.	Per doz.
Corned beef.....	\$ 2.35	\$ 3.25	\$ 15.00	
Roast beef.....	2.35	4.00	15.00	
Roast mutton.....	2.40	4.75	16.50	
Sliced dried beef.....	2.75	4.75	52.00	
Corn tongue, whole.....	13.75	17.50	52.00	
Lunch tongue.....	2.50	4.25	8.50	32.00
Corn beef hash.....	1.50	3.10	4.50	
Roast beef hash.....	.....	.....	.....	.....
Hamburger steak with onions.....	1.50	2.35	4.50	
Vienna style sausage.....	1.15	2.25	4.15	
Luncheon sausage.....	1.20	.....	.....	
Breakfast sausage.....	2.00	3.50	.....	
Veal loaf, med. size.....	.....	.....	2.00	

## BARRELLED BEEF AND PORK.

Extra Plate Beef, 200-lb. barrels.....	19.50 @19.50
Plate Beef.....	18.50 @18.50
Rollettes.....	21.00 @21.00
Rump Butts.....	22.00 @22.00
Mess Pork.....	27.00 @27.00
Clear Fat Backs.....	28.00 @28.00
Family Pack Pork.....	29.00 @29.00
Bean Pork.....	22.00 @22.00

## LARD.

Pure Lard, kettle rendered, per lb., tes.....	14 1/2 @14 1/2
Pure Lard.....	14 @14
Cooking oil, per gal., in barrels.....	14 1/2 @14 1/2
Bakers' special cooking oil.....	14 1/2 @14 1/2
Barrels, 1/2 over tierces; half barrels, 1/2 over tierces; tubs and pails, 10 to 80 lbs., 1/2 to 1c over tierces.....	.....

## BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chicago.....	18 @18
Cartons, rolls or prints, 1 lb.....	19 @19
Cartons, rolls or prints, 2 @ 5 lbs.....	18 1/2 @18 1/2
Shortenings, 30 @ 60 lb. tubs.....	19 @19
Nut Margarine, prints, 1 lb.....	19 @19

## DRY SALT MEATS.

Clear Bellies, 12 @ 14 avg.....	16.00 @16.00
Clear Bellies, 14 @ 16 avg.....	15.75 @15.75
Clear Bellies, 18 @ 20 avg.....	15.50 @15.50
Rib Bellies, 12 @ 14 avg.....	16.00 @16.00
Rib Bellies, 20 @ 25 avg.....	15.50 @15.50
Fat Backs, 10 @ 12 avg.....	11.75 @11.75
Fat Backs, 12 @ 14 avg.....	12.00 @12.00
Fat Backs, 14 @ 16 avg.....	12.50 @12.50
Extra Short Clears.....	14.00 @14.00
Extra Short Ribs.....	14.00 @14.00
Short Clears.....	15.00 @15.00
Butts.....	10.75 @10.75

## WHOLESALE SMOKED MEATS.

Skinned Hams.....	35 1/2 @35 1/2
Regular Hams.....	32 1/2 @32 1/2
Calas, 4 @ 6 lbs. avg.....	18 1/2 @18 1/2
Calas, 6 @ 12 lbs. avg.....	17 1/2 @17 1/2
New York Shoulders, 8 @ 12 avg.....	18 1/2 @18 1/2
Breakfast Bacon, fancy.....	30 @30
Rib Bacon, wide, 8 @ 12 avg., and strip, 4 @ 6 avg.....	20 1/2 @20 1/2
Wide, 12 @ 14 avg. and strip, 6 @ 7 avg.....	22 1/2 @22 1/2
Wide, 4 @ 6 avg. and strip, 3 @ 4 avg.....	29 @29
Dried Beef Inside.....	49 @49
Dried Beef Knuckles.....	42 @42
Dried Beef Outside.....	42 @42
Dried Beef Seta, best.....	44 @44
Skinned Baked Hams.....	49 @49
Regular Baked Hams.....	47 @47
Baked Calas.....	28 @28

Cooked Loin Rolls.....	45 @45
Cooked Rolled Shoulder.....	28 @28

## SAUSAGE CASINGS.

(F. O. B. CHICAGO.)	
Beef rounds, domestic, per set.....	32 1/2 @32 1/2
Beef rounds, export, per set.....	42 1/2 @42 1/2
Beef middles, per set.....	1.30 @1.30
Beef bungs, No. 1, per piece.....	.25 @.25
Beef bungs, No. 2, per piece.....	.20 @.20
Beef weasands, No. 1, per piece.....	.10 @.10
Beef weasands, No. 2, per piece.....	.10 @.10
Beef bladders, small, per doz.....	1.80 @1.80
Beef bladders, medium, per doz.....	1.55 @1.55
Beef bladders, large, per doz.....	1.55 @1.55
Hog casings, medium, f. o. b.....	.90 @.90
Hog middles, with cap, per set.....	.18 @.18
Hog middles, without cap, per set.....	.16 @.16
Hog bungs, export.....	.23 @.23
Hog bungs, large.....	.13 @.13
Hog bungs, medium.....	.06 @.06
Hog stomachs, per piece.....	.08 @.08
Imported sheep casings, extra wide.....	.....
Imported sheep casings, medium wide.....	.....
Imported sheep casings, medium.....	.....

## FERTILIZERS.

	Per unit.
Ground dried blood.....	\$4.40 @4.50
Unground and crushed blood.....	4.25 @4.35
Concentrated tankage, ground.....	4.25 @4.35
Hoofmeal.....	2.25 @2.35
Ground tankage, 10 to 11%.....	3.50 @3.75
Ground tankage, 6 1/2 to 9%.....	3.25 @3.40
Crushed and unground tankage.....	2.85 @3.15
Ground raw bone, per ton.....	28.00 @30.00
Ground steam bone, per ton.....	22.00 @24.00
Unground steamed bone.....	16.00 @18.00
Unground bone tankage.....	12.00 @16.00

## HORNS, HOOFS AND BONES.

	Per Ton.
No. 1 horns.....	\$25.00 @26.00
No. 2 horns.....	175.00 @200.00
No. 3 horns.....	75.00 @125.00
Horns, black.....	28.00 @30.00
Horns, striped.....	35.00 @40.00
Horns, white.....	45.00 @50.00
Crushed horns.....	20.00 @22.00
Round shin bones, heavies.....	100.00 @110.00
Round shin bones, light.....	75.00 @85.00
Flat shin bones, heavies.....	80.00 @90.00
Flat shin bones, lights.....	70.00 @80.00
Thigh bones, heavies.....	85.00 @90.00
Thigh bones, light.....	75.00 @80.00
Skulls, jaws and knuckles.....	24.00 @25.00

## LARD.

Prime, steam, cash.....	61.00 @61 1/2
Prime, steam, loose.....	59.85 @59.85
Leaf.....	62.50 @62.50
Compound.....	12 1/2 @12 1/2
Neutral lard.....	12 1/2 @12 1/2

## STEARINES.

Prime oleo.....	9 1/2 @9 1/2
Tallow.....	6 1/2 @6 1/2
Grease, yellow, loose.....	5 1/2 @5 1/2
Grease, A white, loose.....	5 1/2 @5 1/2

## OILS.

Oleo Oil, extra.....	10 @10 1/2
Oleo Oil, No. 2.....	8 1/2 @8 1/2
Oleo Stock.....	9 @9
Linseed, loose, per gal.....	6 @6
Corn oil, loose.....	10 @10 1/2
Soya bean oil, seller tank, f. o. b. coast.....	9 @9

## TALLOW.

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# Retail Section

## SURVEY OF THE RETAIL MEAT TRADE

### Expenses and Profits Analyzed by the Government

**EDITOR'S NOTE.**—The first investigation of the retail meat trade by the U. S. government has just been issued by the U. S. Bureau of Markets and Crop Estimates of the Department of Agriculture. The results of this preliminary survey, which covers operating expenses and profits, were published in a recent issue of THE NATIONAL PROVISIONER. In response to the comment that the report has aroused and requests for further details, THE NATIONAL PROVISIONER is publishing the complete report in successive issues. This is the fifth and final installment.]

#### RELATIONSHIP OF OPERATING EXPENSES TO WHOLESALE AND RETAIL PRICES.

It is well understood that in the retail meat trade there is a great deal of waste, bone and fat for which the retailer receives but little return, and that there are certain cuts which must be sold at a lower price per pound than the average price paid for the carcass at wholesale. In consequence, some preferred cuts of fresh beef must be sold at prices fully twice as high as the average price paid at wholesale, or in some instances at prices three times as high, particularly if there is a considerable amount of trim before weighing.

Moreover, because of varying demand for the different cuts, there is further variation among dealers selling the same grade of meat with the same amount of trim. One dealer will sell sirloin steak at a higher price than another, while selling plate or shank meat at a lower price, and accordingly obtaining merely the same return on the entire carcass. In consequence, it is not possible by study of price quotations to determine the amount of spread between wholesale and retail prices in the trade generally with the same accuracy that is possible in other lines where the goods sold are better standardized or where supply can be adjusted to demand more closely.

The study of accounting records of dealers in showing the gross profit or difference between amounts paid at wholesale and amounts received at retail of course gives the precise spread in prices of those dealers. For the year 1919, as stated before, the average spread for a large number of dealers was 18.86 per cent when based upon sales, or 23.24 per cent when based upon cost of goods at wholesale, this spread being the average of both fresh and cured meats and for the entire carcass of fresh meats, including fat, bone and waste as well as edible meat.

Figures as to the entire gross profit and accordingly of the price spread are not available for other years, but the estimates presented of operating expenses for the years 1913, 1920 and 1921, as compared with 1919, are at least a rough indication of the trend for the entire period. Upon the basis of the average operating expenses of 3.19 cents per pound of meat handled in 1913 as 100, the operating expenses of 5.13 cents per pound in 1919, 5.91 cents per pound in 1920, and 5.86 cents per pound in 1921 give 161, 185, and 183 as the corresponding relatives for 1919, 1920 and 1921.

#### Retail Prices Rose Slowly.

While price quotations of meats at

wholesale and at retail can not be adjusted to one another to show price spreads with accuracy, the data published by the Bureau of Labor Statistics serve to indicate roughly the trend from year to year. (See Table VI.) It is noteworthy that in the upward movement in prices during the war retail prices as quoted advanced less rapidly than wholesale prices. While this is largely due to the slower movement of retail prices generally, it is also in part due to the fact that the retail quotations represented temporarily lower grades of meat. Consequently, the figures must be used with a measure of caution.

The retail dealer in furnishing price quotations to the Bureau of Labor Statistics necessarily gives quotations on the meats currently sold by him. During the war period and for a time after its close, most of the fresh beef of better grade was purchased for army use, and the retailer in quoting prices for the beef regularly sold by him was temporarily quoting prices for lower grades than he had quoted before and than he quoted subsequently. On the other hand, with 11 per cent or 3,000,000 fewer cattle marketed in 1921 than in 1920 and with low prevailing prices for feed, the cattle slaughtered in 1921 were of better quality and the prices quoted at retail represented higher grades than before.

On the basis of the weighted average of the differential between carcass prices at wholesale and prices at retail of five of the principal cuts of fresh beef, the relative differential for recent years as compared with 1913, and relative estimated operating expenses in the retail trade are:

	Relative spread in beef prices.	Operating expenses in retail trade.
1913 .....	100	100
1919 .....	153	161
1920 .....	165	185
1921 .....	186	183

It is to be expected that the comparative spread in prices should conform roughly to the comparative change in operating expenses. In so far as there is failure to conform, there are a number of factors that may have had part in the variations. There is a variation in the quality of the beef sold at retail by reporting dealers, as explained before. In the usual wholesale price quotations there is more or less variation over a term of years in the grade quoted. In the weighted average spread between wholesale and retail prices, it is not possible to give exact consideration to all parts of the carcass.

The decline in the price of suet and shop fat to less than one-half the pre-war prices and to less than one-fourth the highest prices of the war period necessitated slightly higher prices on the part of the retailer for edible meat in the year 1921 (see Table VI). The estimates as to

operating expenses must be taken as an approximation merely and not as exact figures.

As a further indication of an approximate relationship between operating expenses and the spread between wholesale and retail prices, it is found that the relative price spread shown by the figures of the Bureau of Labor Statistics for fresh beef for New York and Chicago in 1921 is somewhat greater than the average for the country as a whole, being more than twice as great as in 1913; and the operating expenses in the retail trade in these two cities estimated in the same way as for the entire country are also more than twice as great as in 1913.

#### Difference in Value of Cuts.

An element likely to be overlooked in comparing retail prices of meats is the fact that it is the preferred cuts that are holding high prices while the less desirable cuts have declined greatly. While the average price of sirloin steak for the year 1921 shows a decline of approximately 10 per cent and round steak and rib roast approximately 15 per cent from the highest year of the war period, chuck roast shows a decline of 20 per cent and plate beef a decline of 30 per cent. (See Table VI.) With the decline in prices of meats, consumers have shifted their demand for cheaper to more expensive cuts and have prevented the decline of the latter.

In general, the retail meat dealer finds a rising market unprofitable and a falling market profitable, since on a rising market his retail prices can not be moved upward so rapidly as the rise in wholesale, and on a falling market competition will not ordinarily force a decline in retail prices as rapid as the decline in wholesale.

Accordingly, it is probable that net profits of the retailer in the year 1921 were greater than in the rising market of 1918 and 1919; but, since the net profits of the retail dealer in the large number of concerns studied constitute less than one-eighth of the gross profit or total spread between the wholesale and retail, an average of less than three-quarters of a cent per pound on the entire carcass, a considerable change in net profits would make but a small change in the total spread between wholesale and retail.

While the data here presented can not be regarded as representative of those dealers who by deceptive advertising or other means succeed in exacting an undue profit, the spread between wholesale prices and retail prices charged by reputable dealers in the years 1919, 1920 and 1921 as compared with 1913, seems to correspond roughly to the change in operating expenses.

Accordingly, a diminution of that spread will perhaps depend almost entirely upon a diminution in operating expenses. In those sections where there is a downward trend in operating expenses at the present time, the spread between wholesale and retail prices should be diminishing.

As between stores offering delivery and non-delivery service, fairly definite conclusions may be drawn regarding com-

TABLE VI—FRESH BEEF—WHOLESALE AND RETAIL PRICES.  
Prices in cents per pound.

	Wholesale prices—			Retail prices—average for entire country—							Butcher's offal	
	Good native steers, Chicago.	Native sides, New York.	Mean of two quotations.	Sir- loin.	Round steak.	Rib roast.	Chuck roast.	Plate beef.	Suet.	Fat.	Shop	fat.
1913 .....	13.0	12.5	12.75	25.4	22.8	19.8	16.0	12.1	6.00	5.34		
1918 .....	22.1	20.9	21.50	38.9	36.9	30.7	26.6	20.6	14.06	6.00		
1919 .....	23.3	21.5	22.40	41.7	38.9	32.5	27.0	20.2	12.64	5.07		
1920 .....	23.0	20.6	21.80	48.7	39.5	33.2	26.2	18.3	9.00	3.68		
1921 .....	16.3	14.8	15.55	38.8	34.4	29.1	21.2	14.3	2.94	1.18		
Relative Prices.												
1913 .....	100	100	100	100	100	100	100	100	100	100		
1918 .....	171	167	168	153	165	155	168	170	234	200		
1919 .....	180	172	175	164	174	164	169	167	210	181		
1920 .....	178	164	171	172	177	168	164	151	152	110		
1921 .....	126	119	122	153	154	147	133	118	49	36		



parative prices at retail. Since the margin of gross profit or spread between wholesale prices paid and retail prices received by the retailer is approximately 2 per cent greater in delivery than in non-delivery stores, the difference being greater in small stores and less in large stores, it is obvious that in regular meat stores similar in other respects the prices of meats with a delivery service are higher, but not greatly higher, than in stores where the customer carries away his own purchases.

In small stores, it seems that the spread between wholesale and retail prices is not more than perhaps 2 per cent greater than in large stores. However, it is well known in the trade that small dealers can not purchase on such favorable terms as large dealers, particularly in handling accumulations or job lots which the packer or wholesaler may be finding difficulty in moving. If at prices of 12 to 15 cents per pound at wholesale the larger retailer can buy a side or carcass at a reduction of one-half cent as compared with the small dealer, this lower price is the equivalent of from 3 to 4 per cent.

In some instances the small dealer may be able to meet the prices of the large dealer by utilization of the services of members of his family in operating the store or by faithful attention to business. In most instances perhaps there will necessarily be actual difference in prices which must be compensated for by the small dealer by convenience of location in the residence district, where the consumer may without inconvenience purchase by personal selection or where delivery service may be maintained at times that will meet the requirements of customers.

The competition between the chain store and the individual dealer is a serious problem both to dealer and to customer. While chain stores have higher operating expenses than the larger individual markets, their expenses are lower than those of the smaller concerns with which they come principally into competition. The greater buying power of the chain store is a distinctive advantage. The small dealer must meet this advantage by selling over the counter at equally favorable prices and accepting a narrower margin of gross profit or by giving at reasonable prices a credit or delivery service, for neither of which the chain store with its hired manager is well suited.

Supplementing Table VI is the following differential between wholesale (mean of two quotations) and retail prices (cents per pound):

	Sir- loin	Round	Rib	Chuck	Plate	Aver- age dif- feren-	Rela- tive dif- feren-
	steak.	steak.	roast.	roast.	beef.	cts.	cts.
1913	12.65	9.55	7.05	3.25	— .65	7.24	100
1918	17.40	15.40	9.20	5.10	— .90	10.51	145
1919	19.50	16.50	10.10	4.60	— 2.20	11.08	153
1920	21.90	17.70	11.40	4.40	— 3.50	11.98	165
1921	23.25	18.85	13.55	5.05	— 1.25	13.47	186

Prices of meats are from Bureau of Labor Statistics. In making up the average differential, sirloin steak is given a weight of 2, round steak 2, rib roast 1, chuck roast 2, plate beef 1. Prices of suet and shop fat are simple average of quotations for New York, Pittsburgh and Chicago.

Note.—This preliminary report covers only a part of the work of the survey. Slight changes will appear in the statistical data in the final report because of additional information being constantly received.

(The study of operating expenses appearing in the preliminary report was made by Messrs. Herbert C. Marshall, Lloyd H. Van Kirk and L. George Bartlett.)

#### LOCAL AND PERSONAL.

R. R. Asbury will open a meat shop at Groesbeck, Tex.

Fred Innis has purchased the meat shop at Gibson City, Ill.

Fred Voss has purchased the meat market at Lambert, Mont.

L. A. Thill and S. A. Cole have opened a meat shop at Hoxie, Ark.

Herman Kraut has purchased a meat market at Easton, Minn.

B. D. Holtzclaw has recently opened a meat shop at Corbin, Ky.

Joseph Strucel will open a meat market in Highland Park, Detroit.

Emil Wahlstrom will conduct a meat market at Brandon, Minn.

C. G. Anderson has purchased the Caldwell market at Aurora, Ill.

Arthur Lundeen has recently opened a new meat shop at Orion, Ill.

Frank Miller has taken charge of the meat market at Eureka, Kan.

The Banner Meat Co., Davenport, Wash., recently sustained a loss by fire.

A. W. Haller has purchased the Wennlund meat market at Kirkland, Ill.

Roy Davis has purchased the meat business of Semon Cox at Hastings, Ia.

B. S. Haag has sold his meat market at Rockford, Minn., to Richard Beier.

O. C. Lange has succeeded F. J. Biehn in the meat business at Racine, Wis.

W. C. Crandall has purchased the meat market of K. B. Stevens, Corning, Kan.

M. Stevenson has purchased the meat market of Fred Wight at Minetto, N. Y.

M. Rice has purchased the meat market at Elburn, Ill., from Coffee & Michelson.

Temple & Spicher have purchased the Stonebarger meat market at Shelton, Minn.

Frank Fisher has purchased the butcher shop of Pearl McKinney at Ravenna, Neb.

Earl Angus has sold out his Main Street Meat Market, Albion, Neb., to L. S. Smith.

O. W. Kettlehut has sold his meat market at Antioch, Ill., to the Antioch Packing Co.

Chas. W. Wright has purchased the meat market of E. P. Reynolds at Monticello, Indiana.

Normandin & Alexander have purchased the butcher shop of A. J. Butts, Wilsey, Kansas.

Frank Compton has opened a cash market at 304 West 39th street, Kansas City, Missouri.

Leslie and Marlo Perks will open a new meat shop in the Vincent building at Belding, Mich.

R. J. Florenis has purchased the meat shop of S. L. Halvorson, Minneapolis, Minnesota.

L. S. Smith has purchased the main street meat market, Genoa, Nebr., from Earl Angus.

Vincent J. McCormick has purchased the meat market of J. W. Hubka at Crystal Lake, Ill.

Butler & Winters have opened a new meat market in the Woerber building, Elm Grove, W. Va.

Chris Meyer has purchased the Wade Thompson Five Points meat market at Charleston, Ill.

The meat market of Charley Grenzebach at Birmingham, Ohio, was recently destroyed by fire.

Geo. Bartholomew is building an addition to his meat market on Fourth street, Peensburg, Pa.

Buehler Bros.' meat market, 460 Twelfth street, Milwaukee, Wis., was recently destroyed by fire.

Fred Zimmerman will open a new cash and carry meat market at Clinton, Ia., in the near future.

Ledger Bros. of Sand Lake, Mich., have purchased the Shindorf & Spicer market at Belding, Mich.

The meat market and grocery of Louis Herskovitz, Uniontown, Pa., was recently destroyed by fire.

The meat shop of Ed Bratton on Jefferson street, Clinton, Ky., was recently destroyed by fire.

Martin Fullerton has opened a meat shop at Ninth and Church roads, Rockaway Beach, New York.

The Public Meat Market Co. has moved to new quarters at 148 North Santa Fe avenue, Salina, Kan.

An up-to-date meat market will be added to the Table Supply Co. store at 104 Ninth avenue, Eugene, Ore.

Peter Valentis has purchased the meat shop of Joseph Petrouitz, West Second street, St. Charles, Ill.

William Gries and Harold Diekman have opened a new butcher shop in the Masal building, Kiester, Minn.

Frank Ostertag has purchased an interest in the meat market of Fulton & Thornton at Hutchinson, Kan.

B. J. Fay and L. B. Kline have purchased the People's Meat Market, Everett, Wash., from John Goos.

Gomer W. Davis has purchased the Enterprise Meat Market, Grass Range, Mont., from Mudd & Boeckman.

The Schellenberg Meat Co., West Point, Neb., has succeeded to the business of Schellenberg & Jones.

S. A. Hamilton has added a meat market to his grocery store at 941 Union street, Schenectady, N. Y.

Andrew J. Yarter has purchased the meat market and grocery store at 301 Main street, Glens Falls, N. Y.

E. O. Minnich has purchased the meat business of Joseph Ramelmeyer, West Water street, Piqua, Ohio.

Alferi & Co., 936 Oneida street, Appleton, Wis., have sold their meat business to Elmer & Herbert Schabo.

Hightower & Zeir are the new proprietors of the Quality Meat Market at 226 First avenue, Cedar Rapids, Ia.

J. M. Kubichek will conduct a meat shop in the building formerly occupied by the City Meat Market, Antigo, Wis.

Clarence Beers has assumed management of the Artz & Son meat market on South College avenue, Aledo, Ill.

Harley and Paul Snyder have purchased the meat shop on North Chestnut street, Kewanee, Ill., from McNeill Bros.

The Chris Grozinger Co., Inc., 195-197 Wilson avenue, Brooklyn, N. Y., are adding many improvements to their store.

Many improvements and much new equipment has been added to the Kroll market at First and Wall streets, Spokane, Washington.

J. R. Rollinson has purchased the McEachran market and grocery at No. 1506 Monroe street, Spokane, Wash., from F. R. Prodger & Son.

A new cash and carry meat market is to be opened shortly in connection with the W. E. Wulf grocery at 501 North Fifth street, Lyons, Ia.

W. F. Buckley has purchased the Blanchard meat market, Blanchard, Ia., from H. W. Greenley, and will move same into the Sirles building.

The leading business men of Atlanta, Ga., have organized a meat market at 35 North Pryor street, Atlanta, Ga., to be known as the "Zenith, Inc."

N. J. Cullen has recently opened a meat market in the Sexton block, Blandina and Charlotte streets, Utica, N. Y., to be known as the "Utica Market."

Harold Osnum has recently opened a new meat market, known as the Superior Cash Market, in the new Triangle building at 48th and Stoneway, Seattle, Wash.

For Sausage Makers

**BELL'S**

Patent Parchment Lined

**SAUSAGE BAGS**

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**SAUSAGE SEASONINGS**

For Samples and Prices, write

**THE WM. G. BELL CO.**

BOSTON

MASS.

# New York Section

C. W. Means, canned meat department, Wilson & Company, Chicago, was in the city this week.

L. M. Bell of Galveston, Texas, was a recent visitor on the floor of the New York Produce Exchange.

A. Cohn, manager of the London branch of Morris & Company, with Mrs. Cohn, sailed for home on the Aquitania Tuesday. Mr. Cohn has spent some three months in America.

The State Association of the United Master Butchers of America will hold its annual convention in Buffalo, N. Y., under the auspices of the Buffalo organization on the first Monday in June.

C. H. Kane, construction department, Chicago, and A. E. Bump, construction department, Boston, Swift & Company, were in New York this week.

The New York State Association of the United Master Butchers of America will hold their annual convention in Buffalo, N. Y., under the auspices of the Buffalo organization, beginning the first Monday in June.

On Tuesday and Wednesday of last week State Secretary Hornidge of the United Master Butchers was in Albany, where he was received with the greatest consideration by the various senators and assemblymen, and was given the assurance that neither the Sunday-opening nor licensing bills would be passed.

After twenty years of business at No. 458 Pearl street, Franchini & Halk will move to Nos. 439 and 439½ Pearl street as soon as alterations to the latter property, which they have purchased, are completed. Franchini & Halk expect to make this the permanent place of business for their wholesale and retail trade.

That State Secretary William H. Hornidge is very much on the job is shown in the fact that on a recent Monday evening he organized, initiated and installed the officers of what promises to be a very fine branch of the United Master Butchers of America in Schenectady, New York. The branch has started well, the initial membership being 34. The first officers of the branch are: President, Charles Reichert; secretary, John H. George; treasurer, Daniel Flynn.

The following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the city of New York during the week ending March 18, 1922: Meat—Manhattan, 1,170 lbs.; Brooklyn, 11 lbs.; the Bronx, 129 lbs.; Queens, 433 lbs.; Richmond, 120 lbs.; total, 1,863 lbs. Fish—Manhattan, 1,025 lbs.; Queens, 50 lbs.; total, 1,075 lbs. Poultry and game—Brooklyn, 3 lbs.; the Bronx, 2 lbs.; total, 5 lbs.

## OUT AMONG THE TRADE.

Another of the craft has just returned from an enjoyable trip. Will Schluderberg of Baltimore, with his wife, had an outing in Havana, with side trips to St. Augustine, Palm Beach and Miami. "Smiling Bill," as he should be called, enjoyed the trip immensely, and he looks the last man in the world who would try to bust up the

Havana Monte Carlo. Let him tell the story.

The annual Florida pilgrimage of J. J. Felin of Philadelphia and party is on. The golf gang is at it again; their principal difficulty is trying to teach Fred Pfund that a brassie is not a cleaver, and a different stroke is necessary to hit the pill than one would use in cutting off a pig's face. W. T. Riley and Mrs. Riley are also on the way, Tampa and other resorts being on their list. These men are all hard workers and play just as hard, and look forward to these annual outings with as keen enjoyment as they do to their work.

The well-known George Franklin, of Franklin-Dunlevy Co., Pittsburgh, Pa., has a well-known brother whose full name is somewhat odd, to say the least. His initials are I. C., and they stand for "Illinois Central," so he says—and who should know if not he? Also, the brothers are twins, but don't look it. Also they are both good judges of boiled ham, one of the products that this establishment is justly proud of. That includes Hennessey.

The promotion of a good man is always pleasing to his friends. Mr. D. E. Beebe, formerly branch house manager for Morris & Company at Braddock, Pa., is now district manager of the Pittsburgh district,

taking in Buffalo, N. Y., Bradford, Pa., Altoona, Pa., and Youngstown, N. Y. Mr. Beebe has been with Morris & Company for 20 years, starting as salesman and car route man. He has many friends in the West and is most popular wherever he is known. His old side-partner, the classy little Ford (F. W., not flivver), Pittsburg manager of the Anderson street house, looks very lonesome these days, despite silk trimmings and knife-edge trousers.

John J. Dupps, Sr., of the Cincinnati Butchers Supply Co., was discovered recently hard at work demonstrating one of the "Boss" meat choppers in the establishment of Charles Norteman in Wheeling, W. Va. This old war horse and veteran of the road is as hard a worker today as he was over 35 years ago, when he started on his travels, and his enthusiasm is just as great over his famous line of machinery and equipment as it ever was, and that is "going some." And in addition he has become quite an expert sausage manufacturer himself. He has just finished up a five weeks' trip and will be back in his own home town the latter part of the week. He thrives and grows fat, happy and sassy on hard work.

Mentioning "Joe" Taylor is just another way of saying "Pittsburgh, Pa." The twain are so linked that it comes natural, same as "ham and eggs." Joe claims personal acquaintance with every packer and meat man in the country, and to sit in his office and listen to the phone calls coming in, one can readily understand why. He is also particularly fortunate in having for office manager a young lady whose acquaintance is almost as extensive as his own and who in his absence is perfectly capable of attending to his business, even to signing checks. The signature of "Mabel Leonard" on Joe Taylor's checks is very well known, and her knowledge of live-stock markets, the price of provisions, etc., is surprising. Joe's office is a very popular place for visitors.

## BUTCHERS' SUPPLY MEN MEET

The New York Group of the National Butchers' & Packers' Supply Association held its regular meeting at the Opera Cafe on Tuesday evening, March 21st. It was a meeting in which the earnest purpose and good fellowship of its members was deeply manifested. The group discussed many matters of vital interest which will later on prove beneficial to all concerned.

The group solicits additional members who are either in the butchers' or packers' supply business, and any information as to the work or what the association is for will be gladly given upon request by R. W. Neuburger, secretary, 90 Ninth Ave., New York City.

H. L. Pfeiffer, the new national secretary of the association, was an interested attendant at the meeting. Mr. Pfeiffer is well versed as to the needs and essentials of the butchers' and packers' supply houses, having had many years' experience with one of the largest concerns in the line. His advice and broad views will be looked for many times to aid members of the association in the solution of intricate matters which may arise.

## EASTERN MEAT TRADE CONDITIONS.

Meat trade conditions for the week at New York, Philadelphia and Boston are reviewed by the United States Bureau of Markets as follows:

With the exception of veal all classes of fresh meats ruled strong to higher than the low spot of last Friday. While the de-

## Retail Education

Taking the lead in a practical campaign of education for its members in business methods pertaining to the butcher shop, Ye Olde New York Branch, United Master Butchers, conducts an assembly discussion at each meeting on some practical subject.

At the meeting on Tuesday evening, March 21, members were shown how to figure the cost of a side of veal. George Kramer, who is an expert at this sort of thing, and one of New York's best demonstrators, conducted the discussion. This is the way he figured it out:

Question: What is the cost of a side of veal from a calf weighing 100 lbs., and costing 24 cts. a pound?

How much time is required to skin and split a calf? It requires ten minutes' time to skin a calf and two minutes for splitting.

A calfskin weighs 10 lbs., but the dealer only receives payment for 9 pounds, @ 18 cts. a lb., the 18 cts. being based as the average of present market price of 19 cts. for number one skins, and 17 cts. for number two skins. There is one per cent waste.

The dealer being entitled to a profit on the skin, figures it at 13 cts. a lb., or approximately 28 cts. gross profit.

Cost of Calf.....	\$24.00
Sale of Skin.....	1.17

Cost of 89 lbs. of calf.....	\$22.83
or 25½ cts. a pound for a side of veal.	



mand was not active, it was more nearly in line with receipts, which were light to moderate. Quality of beef showed some improvement over last week, with a few choice steers on sale at all markets. Receipts were moderate and in fair demand and the market firm to up after midweek. Compared with last Friday, steers and cubs are 50c higher at Boston, with steers 50c higher and cows steady elsewhere. There was a fair demand for bulls and the market was generally unchanged, as compared with a week ago. Kosher beef trade, with fair prices ruling, steady with last Friday at Boston, and \$1 higher at New York and Philadelphia.

While receipts of veal were somewhat lighter than last week, the bulk were of medium and common grade. Prices were uneven with a generally quiet demand. Compared with the close of last week Boston is \$2 lower and unevenly steady, New York barely steady to \$1 lower and Philadelphia steady to \$1 higher.

Receipts of lamb have been light with prices generally firm to higher than last week's close. Trade has been slow, but there was sufficient demand to maintain a fairly steady market for the week. Compared with last Friday, Boston is steady, New York, steady to \$1 higher and Philadelphia \$1 to \$2 higher.

Mutton continued to be in relatively better demand than lamb and all markets were firm throughout the week, with prices unchanged as compared with last Friday. Some heavy frozen mutton was sold at \$11.50 per cwt. at New York.

There was some improvement in the demand for fresh pork and prices were generally firm to higher for the week, the market being in a healthy condition. Considerable amount of frozen pork was moved during the week. Compared with last Friday, loins are strong to \$1.00 higher at Philadelphia, \$1 to \$2 higher at Boston and \$3 to \$4 higher at New York, with other cuts generally unchanged.

Boston closing barely steady on beef and veal, steady on lamb and mutton, with pork strong. There will be a good clearance on all classes.

New York closing steady on beef, lamb

and mutton; \$1 lower on choice veal, with other grades steady; \$1 higher on pork loins, with other pork cuts steady. All classes will be cleaned up.

Philadelphia closing steady on beef, mutton and pork, with lamb barely steady and veal weak. Some veal and lamb may be carried over, with other classes well sold out.

#### CHICAGO MEAT TRADE CONDITIONS.

Meat trade conditions for the week at Chicago are reviewed by the U. S. Bureau of Markets as follows:

The week's opening trade showed a marked improvement in demand for fresh meat over that of the past few weeks. The volume of business done on Monday and Tuesday was good, affording a considerable stimulant to the general trading. With supplies well in proportion to the demand, prices held strong to higher than last week's closing.

Assortments of steer beef were good, with a liberal percentage of desirable handyweight bullocks. Bulk of offerings were medium and good grades selling from \$13 to \$14.50, or about 50c higher than a week ago. The few strictly choice steers available topped at \$15.50, with a good second at \$15.00. Many good heifers were among the steer offerings.

Heavy weight steers, of good quality, were more plentiful than during the past few weeks, and sold mostly in cuts. Common steers formed the minor part of the offering, the general quality of the cow offering was good with many heavy weights, showing good feed.

Butchers found no trouble in procuring desirable handyweight cows suitable for the block. Heavy cows were practically all sold in cuts, for which the demand was

good, while the boning demand was a little slow at times, it proved sufficient to move the lower grades of cuts at satisfactory prices, eliminating accumulation towards the week's end.

While the demand for the better grades of chops and rounds was somewhat uneven, the general movement was fairly good, at prices fully steady with those of a week ago. Under a fair demand, the moderate offerings of bologna bulls moved at a price practically unchanged from last week's figures. No change in kosher beef prices from last week was noticeable. Supplies were moderate with demand sufficient to keep stock moving.

Common and medium calves, of medium and light weight, formed a good percentage of the offering. Country dressed veal claimed a smaller percentage of the receipts than last week, the bulk of the offerings coming direct from the dairy district. Prices are unchanged from a week ago.

With normal supplies of lamb, and a slow, but fairly steady demand, prices remained steady with last week's closing figures. General quality was good. Moderate receipts of mutton met with a demand sufficient to force prices upward from \$1 to \$2, with handyweight sheep holding the preference and claiming the greater part of the price advances.

With moderate receipts and a fairly good demand, supplies have moved well with prices gradually working upward, with loins showing the most gain.

Compared with last Friday, steers and cows mostly 50c higher, bologna bulls and kosher beef unchanged; veal and lamb steady; mutton \$1 to \$2 higher. Pork loins \$1 to \$2 higher, shoulders and spareribs \$1 up, and picnics and Boston butts unchanged. Pork will be well cleaned up, with light carry-overs of other meats.

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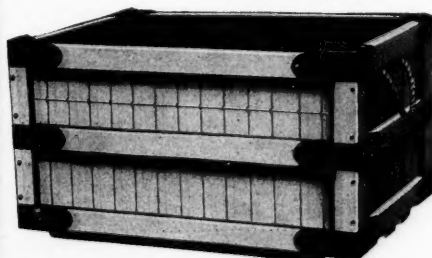
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# NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, medium to prime.....	7.90@8.85
Cows, common to choice.....	1.50@5.50
Bulls, common to choice.....	4.75@5.35
Heifers, mixed.....	②

## LIVE CALVES.

Calves, veals, prime, per 100 lbs.....	12.25@12.50
Calves, veals, common to medium.....	7.50@10.75
Calves, veals, culls, per 100 lbs.....	6.00@7.00

## LIVE SHEEP AND LAMBS.

Lambs, 100 lbs. prime.....	16.00@16.25
Sheep, ewes, 100 lbs.....	8.25@8.50
Sheep, common to good, per 100 lbs.....	4.50@8.00
Sheep, culls, per 100 lbs.....	3.00@4.00

## LIVE HOGS.

Hogs, heavy.....	10% @11
Hogs, medium.....	11 @11 1/4
Hogs, 140 lbs.....	10% @11
Pigs, under 70 lbs.....	10% @11
Roughs.....	8 1/4 @ 8 1/2

## DRESSED BEEF.

### CITY DRESSED.

Choice, native, heavy.....	16 @17
Choice, native, light.....	16 @17
Native, common to fair.....	14 @16

### WESTERN DRESSED BEEF.

Native steers, 800@1,000 lbs.....	14 @14
Native steers, 600@800 lbs.....	13 1/2 @14
Native choice yearlings, 400@600 lbs.....	14 1/4 @14 1/2
Western steers, 600@800 lbs.....	13 @13 1/2
Texas steers, 400@600 lbs.....	11 @12
Texas steers, 400@600 lbs.....	11 @12
Good to choice heifers.....	12 1/2 @13
Common to fair heifers.....	11 @11 1/2
Choice cows.....	11 @11 1/2
Common to fair cows.....	9 1/2 @10
Fresh bologna bulls.....	8 @ 8 1/4

## BEEF CUTS.

	Western.	Ctry.
No. 1 ribs.....	@20	22 @23
No. 2 ribs.....	@16	20 @21
No. 3 ribs.....	@12	17 @19
No. 1 loins.....	@22	28 @30
No. 2 loins.....	@18	24 @26
No. 3 loins.....	@12	20 @22
No. 1 hinds and ribs.....	18 @19	17 1/2 @22
No. 2 hinds and ribs.....	16 1/2 @17 1/2	16 @17 1/2
No. 3 hinds and ribs.....	14 @15	15 @16
No. 1 rounds.....	@12	@13
No. 2 rounds.....	@11	11 @12
No. 3 rounds.....	@10	10 @11
No. 1 chucks.....	@10	@12
No. 2 chucks.....	@8	10 @11
No. 3 chucks.....	@7	@9
Bolognas.....	8 1/2 @10	8 1/2 @10

## DRESSED CALVES.

Veals, city dressed, good to prime, per lb..	@30
Veals, country dressed, per lb.....	22 @23
Western calves, choice.....	18 @20
Western calves, fair to good.....	14 @17
Grassers and buttermilks.....	@10

## DRESSED HOGS.

Hogs, heavy.....	@16
Hogs, 150 lbs.....	@16
Hogs, 160 lbs.....	@16 1/4
Hogs, 140 lbs.....	@16 1/2
Pigs, 90 down.....	@16 1/2

## DRESSED SHEEP AND LAMBS.

Lambs, choice, spring.....	28 @30
Lambs, poor to good.....	22 @27
Sheep, choice.....	19 @21
Sheep, medium to good.....	16 @18
Sheep, culls.....	13 @15

## PROVISIONS.

(Jobbing Trade.)

Smoked hams, 10 lbs. avg.....	@30
Smoked hams, 12@14 avg.....	29 @30
Smoked picnics, light.....	17 @18
Smoked picnics, heavy.....	16 @17
Smoked shoulders.....	17 @18
Smoked beef tongue, per lb.....	36 @37
Smoked bacon (rib in).....	23 @24
Dried beef sets.....	42 @43
Pickled bellies, heavy.....	18 @19

## FRESH PORK CUTS.

Fresh pork loins, Western.....	21 @22
Frozen pork loins.....	17 @18
Fresh pork tenderloins.....	50 @55
Frozen pork tenderloins.....	45 @48
Shoulders, city.....	②
Shoulders, Western.....	17 @18
Butts, boneless, Western.....	23 @24
Butts, regular, fresh city.....	②
Butts, boneless, Western.....	23 @24
Fresh hams, city.....	②
Thigh bones, avg. 85 to 90 lbs., per 100 pcs.....	15 @16
Extra lean pork trimmings.....	16 @17

## BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pcs.....	\$100.00@110.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.....	90.00@100.00
Black hoofs, per ton.....	30.00@40.00
Striped hoofs, per ton.....	30.00@40.00
White hoofs, per ton.....	70.00@85.00
Thigh bones, avg. 85 to 90 lbs., per 100 pcs.....	100.00@110.00
Horns, avg. 7 1/2 oz. and over, No. 1s.....	225.00@275.00
Horns, avg. 7 1/2 oz. and over, No. 2s.....	175.00@200.00
Horns, avg. 7 1/2 oz. and over, No. 3s.....	100.00@150.00

## BUTCHERS' SUNDRIES.

Fresh steer tongues, L.C., trim'd.....	@37c. a pound
Fresh steer tongues, untrimmed.....	@28c. a pound
Calves' heads, scalded.....	@65c. a piece
Sweetbreads, veal.....	@75c. a pair
Sweetbreads, beef.....	@50c. a pound
Beef kidneys.....	@18c. a pound
Mutton kidneys.....	@6c. each
Livers, beef.....	@20c. a pound
Oxtails.....	@15c. a pound
Hearts, beef.....	@5c. a pound
Rolls, beef.....	@22 1/2c. a pound
Tenderloin beef, Western.....	@50c. a pound
Lambs, fries.....	@12c. a pair

## BUTCHER'S FAT.

Ordinary shop fat.....	@2
Breast fat.....	@4
Edible suet.....	@5
Inedible suet.....	@4
Shop bones, per cwt.....	20 @25

## SPICES.

	Wholesale.	Ground.
Pepper, Sing., white.....	16	18
Pepper, Sing., black.....	11	14
Pepper, red.....	36	40
Allspice.....	5 1/2	8 1/2
Cinnamon.....	13	17
Coriander.....	7	10
Cloves.....	35	40
Ginger.....	14	17
Mace.....	48	53

## CURING MATERIALS.

	Bbls.	Dble. bags.
Refined saltpetre, granulated .....	7%	7%
Refined saltpetre, small crystals.....	8%	8%
Refined nitrate soda, C. L., gran.....	4½	4%
Refined nitrate soda, L. C. L., gran.....	4%	4%
Refined nitrate soda, C. L., crystal.....	5½	5%
Refined nitrate soda, L. C. L., crystal.....	5½	5%
Double refined nitrate of soda and saltpetre in kegs, 100 to 150 lbs. net, 1c over above prices.		

## GREEN CALFSKINS.

	5-9	9 1/4-12 1/4	12 1/4-14	14-18	18 lbs.
Prime No. 1 veals.....	1.90	1.90	2.30	2.65	3.15
Prime No. 2 veals.....	1.70	1.70	2.05	2.40	2.90
Buttermilk No. 1.....	1.16	1.60	2.05	2.40	....
Buttermilk No. 2.....	1.14	1.40	1.85	2.20	....
Branded grubby.....	1.12	1.15	1.35	1.55	1.75
No. 3.....	....	....	....	....	....
At value					

## DRESSED POULTRY.

### FRESH KILLED.

Fowls—Fresh—dry packed, milk fed—12 to box.	
Western, 60 lbs. and over to dozen, lb.30	@31
Western, 48 to 54 lbs. to dozen, lb.....	@32
Western, 43 to 47 lbs. to dozen, lb.....	@31
Western, 36 to 42 lbs. to dozen, lb.....	@29
Western, 30 to 35 lbs. to dozen, lb.....	@26
Western, under 30 lbs. to dozen, lb.....	@25

### Fowls—Fresh—dry packed, corn fed—12 to box.

Western, 60 to 65 lbs. to dozen, lb.....	@29
Western, 48 to 54 lbs. to dozen, lb.....	@31
Western, 43 to 47 lbs. to dozen, lb.....	@30
Western, 36 to 42 lbs. to dozen, lb.....	@28
Western, 30 to 35 lbs. to dozen, lb.....	@25
Western, under 30 lbs. to dozen, lb.....	@23

### Fowls—Fresh—Dry Packed—Barrels, corn fed.

Western, dry packed, 5 lbs. and over, lb.28	@29
Western, dry packed, 4 1/2 lbs. each, lb.28	@30
Western, dry packed, 3 1/2 lbs. each, lb.27	@29
Western, dry packed, 3 lbs. and under, lb.24	@26

### Old Cocks—Fresh—dry packed—boxes or bbls.

Western, dry packed, boxes.....	21 @23
Western, scalded, barrels.....	19 @20

### Geese—

Western, fatted, fancy, per lb.....	@
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### Squabs—

Prime, white, 10 lbs. to doz., doz.....	@10.00
Prime, white, 9 lbs. to doz., doz.....	@9.00
Prime, white, 8 lbs. to doz., doz.....	@8.00
Prime, white, 7 lbs. to doz., doz.....	6.00@7.00
Prime, white, 6 to 6 1/2 lbs. to doz., doz.....	5.00@5.50
Culls, per dozen.....	1.50@2.50

## LIVE POULTRY.

Fowls, via exp., colored.....	28 @29
Chickens, via express.....	27 @32
Old roosters.....	16 @16
Ducks, via express.....	32 @35
Turkeys, via express.....	40 @40
Geese, via express.....	20 @22
Pigeons, per pair.....	60 @75
Guineas, per pair.....	65 @70

## BUTTER.

Creamery (92 score).....	39 1/2 @40
Creamery (higher scoring lots).....	40 1/4 @41
Creamery, firsts.....	37 @38
Creamery, seconds.....	34 @36
Creamery, lower grades.....	31 @33

## EGGS.

Fresh gathered, extras, per doz.....	@28
Fresh gathered, extra firsts.....	26 @27
Fresh gathered, firsts.....	24 1/2 @25 1/2
Fresh gathered, seconds.....	23 1/2 @24
Fresh gathered, checks, fair to choice, dry 21.....	@22
Fresh gathered, dirties, No. 1.....	22 1/2 @23

## FERTILIZER MARKETS.

### BASIS NEW YORK DELIVERY.

Bone meal, steamed, 3 and 50, per ton.....	30.00@32.50
Bone meal, raw, per ton.....	@35.00
Dried blood, high grade.....	@4.00
Nitrate of soda—spot.....	@2.85
Bone black, discard, sugar house del., New York, per ton del'd N. Y.....	nom.14.00@18.00
Ground tankage, N. Y., 9 to 12 per cent ammonia.....	3.75@4.00
Fish scrap, dried, 11 per cent ammonia and 15 per cent bone phosphate, delivered, Baltimore.....	3.75@4.00
Foreign fish guano, testing 13@14 per cent ammonia and about 10 per cent B. Phos. lime.....	@4.00
Wet, acidulated, 7 per cent ammonia per ton, f.o.b. factory (35c per unit available phos. acid).....	@
Sulphate ammonia, for shipment, per 100 lbs., guar., 25 per cent in bags.....	2.75@2.85
Muriate of potash, 80-85%, per unit K <sub>2</sub> O.....	@.70
Sulphate of potash, 90-95%, per unit K <sub>2</sub> O.....	@1.00

## BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, for the week of March 11 to March 17, 1922:

	11.	13.	14.	15.	16.	17.	
Chicago.....	37	38	39	39	39	39	+1
New York.....	39 1/4	39 1/4	40	40	40	40	+ 1/4
Boston.....	38 1/2	39	40	40	40	40	+ 1/4
Phila.....	39	39	39 1/4	39 1/4	40	40	+1

Wholesale prices of carlots, fresh, centralized butter, 90 score, at Chicago:

	11.	13.	14.	15.	16.	17.	
Chicago.....	36 1/4	37	38	38	38	38	+1 3/4

### Receipts of butter by cities, tubs:

	This week.	Last week.	Last year.	Since Jan. 1, 1922.
Chicago.....	27,550	27,893	21,895	441,128
New York.....	41,539	37,980	27,511	566,146
Boston.....	9,141	8,698	6,689	152,798
Phila.....	10,323	11,190	7,834	109,439
Total.....	88,553	85,761	63,929	1,329,511

### Cold storage movement, lbs.:

	Into storage.	Out of storage.	On hand Mar. 17, week, 1921.	Cor. day of Mar. 17, week, 1922.
Chicago.....	1,764	148,714	4,611,756	4,023,105
New York.....	12,400	160,520	3,119,120	4,994,526
Boston.....	1,719	116,017	2,153,115	3,772,942
Phila.....	510	39,560	493,110	977,105
Total.....	16,393	464,811	10,377,081	13,767,678

